

JUNE 10

Vol. LII. No. 1.

Chicago, Ill., U. S. A., January 10, 1924.

Price \$2.00 Per Year. 15 Cents Per Copy.

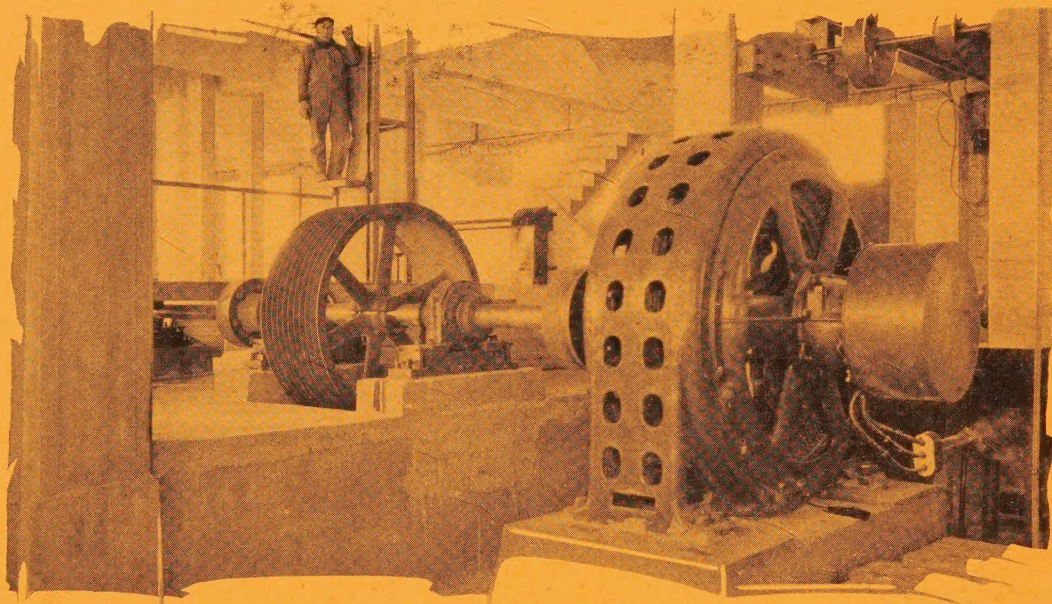
# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.



If your Elevator Came Sliding Toward you with its Load of Grain What would you think?  
Read "Why Concrete Elevators Fail" in this number.





## 15 Per Cent Upwards—Power Saved by Ball Bearing Pillow Blocks and Hangers

**M**OST vital of all losses in grain mills is the waste of power caused by the frictional resistance of plain bearings in power distribution systems. More than fifteen per cent of the power generated is wasted in overcoming this useless load.

Of this power absorbed by plain bearing equipped shafting, approximately 60 per cent can be saved by using Skayef improved self-aligning ball bearing pillow blocks and hangers.

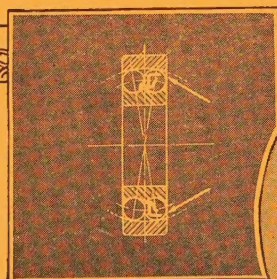
Shafts thus supported are carried by two rows of hardened steel balls that roll between polished steel races and without appreciable friction or wear. Even shaft deflections cannot cause heating and binding for the inner race tilts with the shaft like a ball and socket joint.

Furthermore, there is no worn shafting, no need for bearing adjustments and replacements, no vibrations and no oil leakage. Engineering details on request.

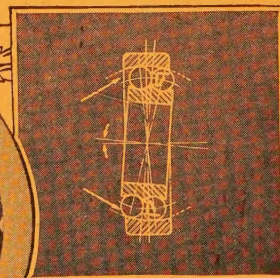
### THE SKAYEF BALL BEARING COMPANY

Supervised by **SKF** INDUSTRIES, INC., 165 Broadway, New York City

783



Normal View



Deflected View

**BALL  
BEARINGS**  
*The Highest Expression  
of the Bearing Principle*



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Haym & Co., M. H., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Dennis & Co., grain merchants.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.\*

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Globe Elevator Co., receivers & shippers.  
Great Lakes Grain Co., Inc., receiving & forwarding.  
Harold, A. W., grain, barley a specialty.  
McKillen, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Tayntor & Shaw, receivers & shippers.  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., grain commission.

### CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shprs.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*

### CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Clement, Curtis & Co., members all exchanges.\*  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Nash-Wright Grain Co., commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
\*Member Grain Dealers National Association.

### CHICAGO, ILL. (Continued).

Somers, Jones & Co., grain and field seeds.  
Udpike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.  
Blumenthal, Max, commission merchants.  
Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers & shippers.  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers & shippers.\*

### CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.  
Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DALLAS, TEX.

Watson Co., H. H., grain, millfeed, hay.

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
McCaull-Dinsmore Co., wholesaler and commission.\*  
PHELPS Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IA.

Board of Trade Members.

Anderson Co., D. L., grain dealers.  
Des Moines Elevtr. & Gr. Co., oats a specialty.  
Lockwood, Lee, broker.  
Lake Grain Co., J. C., buyers, sellers all grains.  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.\*  
Dumont-Roberts & Co., receivers & shippers.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Stimmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### DULUTH, MINN.

Board of Trade Members.

White Grain Co., receivers and shippers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Carter Grain Co., C. M., grain merchants.\*  
Dorsey Grain Co., merchants—commission consignments.  
Moore-Seaver Gr. Co., recvrs., shprs., consignments.\*  
Mountcastle-Merrill Gr. Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior" Feeds.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twiddle Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain fd., flr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Weirick, gr. commission & consignments.\*  
Bingham Grain Co., The, recvrs. & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., recvrs. & shippers.\*  
National Elevator Co., grain merchants & comm.\*  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.  
Shotwell & Co., Chas. A., grain and scales.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

### KANSAS CITY, MO.

Board of Trade Members.

Armour Grain Co., grain merchants.\*  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain merchants.\*  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Sculiar Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., B. J., grain commission.\*  
Watkins Grain Co., consignments.  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain & Mill feed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEX.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*  
(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## MILWAUKEE, WIS.

Chamber of Commerce Members.  
 Franke Grain Co., The, grain and feed.  
 Froedtert Grain & Malting Co., recvrs. and shippers.\*  
 Kamm Co., F. C., grain shippers.\*  
 LaBuddy Feed & Grain Co., grain, feed, hay.\*  
 Milwaukee Grain Com. Co., recvrs, grain and seed.

## MERIDIAN, MISS.

Board of Trade Members.  
 Threefoot Bros. & Co., whole. grain, feed, flr., gro.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.  
 Cargill Commission Co., grain commission.\*  
 Cereal Grading Co., grain merchants.\*  
 Davies Co., F. M., grain commission.\*  
 Hiawatha Grain Co., grain merchants.\*  
 Itasca Elevator Co., grain merchants.\*  
 Malmquist & Co., C. A., receivers & shippers.\*  
 Marfield Grain Co., grain commission.\*  
 Poehler, Wm. A., grain merchant.  
 Sheffield Elevator Co., shippers of grain.\*  
 Stuhl-Seidl, shippers grain & feed.  
 Van Dusen-Harrington Co., grain merchants.\*  
 Zimmerman, Otto A., grain and feed.\*

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

## NEW ORLEANS, LA.

Board of Trade Members.  
 Fox Co., C. B., exporters.\*

## NEW YORK CITY.

Produce Exchange Members.  
 Jones & Co., M. B., buyers—quote us.\*  
 Therrien, A. F., broker.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.  
 Jackson, Inc., Paul T., grain merchant.  
 Marshall Grain Co., grain, feed, seeds.\*  
 Stinnett Grain Co., grain merchants.\*  
 Vandenberg, Jesse, milling wheat.

## OMAHA, NEBR.

Grain Exchange Members.  
 Crowell Elevator Co., receivers, shippers.\*  
 Flanley Grain Co., receivers and shippers.\*

## OMAHA, NEBR. (Continued).

Stockham Grain Co., E., commission merchants.\*  
 Trans-Mississippi Grain Co., receivers and shippers.\*  
 United Grain Co., commission and brokerage.\*  
 Urdike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Cole Grain Co., Geo. W., receivers and shippers.\*  
 Dewey & Sons, W. W., grain commission.\*  
 Feltman Grain Co., C. H., grain commission.  
 Harrison, Ward & Co., receivers & shippers.\*  
 Luke Grain Co., grain commission.\*  
 McFadden & Co., C. C., grain commission.  
 Miles, P. B. & C. C., grain commission.\*  
 Turner Hudnut Co., receivers and shippers.\*  
 Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson Bros., grain, flour, millfeeds.\*  
 Richardson, Geo. M., grain and feeds.\*  
 Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
 Hardman & Daker, grain, hay, millfeed.\*  
 Harper Grain Co., corn a specialty.\*  
 McCague, Ltd., R. S., grain, hay.\*  
 Rogers & Co., Geo. E., grain and hay.\*  
 Stewart & Co., Jesse C., grain and mill feed.\*  
 Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.  
 Morriss & Co., C. F., grain, feed, hay, flour brokers.\*

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.\*

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
 Button-Simmons Grain Co., grain commission.\*  
 Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEX.

King, Douglas W., wheat, corn-bro., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
 Graham & Martin Grain Co., grain commission.\*  
 Hall Grain Co., Marshall, grain merchants.\*  
 Langenberg Bros. Grain Co., grain commission.\*  
 Martin & Knowlton Grain Co., grain merchants.\*  
 Morton & Co., grain commission.\*  
 Nanson Commission Co., grain commission.\*  
 Picker & Beardsley Com. Co., grain and grass seed.\*  
 Turner Grain Co., grain commission.\*  
 Von Rump Grain Co., grain merchants.\*

## SIOUX CITY, IA.

Board of Trade Members.

Button Co., L. C., grain commission.\*  
 Western Terminal Elevator Co., receivers and shippers.\*

## SUPERIOR, NEBR.

Bossemeyer Bros. Terminal Elevator.\*

## TOLEDO, O.

Produce Exchange Members.

Churchill Grain & Seed Co., field seeds, popcorn.  
 De Vore & Co., H. W., grain and seeds.\*  
 King & Co., C. A., grain and seeds.\*  
 Southworth & Co., John, grain and seeds.\*  
 Wickenhiser & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
 Smith McLinden Grain Co., wheat, corn, kafir, millfeed.

## WICHITA FALLS, TEX.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., Whlrs. gr. and seeds.\*

\* Member Grain Dealers National Association.

Chamber of Commerce  
Members

# MINNEAPOLIS

Chamber of Commerce  
Members

**MARFIELD GRAIN CO.**  
 MINNEAPOLIS, MINN.  
 Receivers and Shippers

**SHEFFIELD ELEVATOR COMPANY**  
 MINNEAPOLIS  
 GRAIN SHIPPERS  
 Ask for Samples of Milling Wheat, Feed and  
 Milling Barley  
 WRITE FOR QUOTATIONS

**Cereal Grading Co.**  
**GRAIN MERCHANTS**

We buy, sell, store and ship  
 all kinds of grain. Get our  
 offers, or try us with your  
 consignments.

LIBERAL ADVANCES  
 Operators of Elevator "R"

Chamber of Commerce  
 MINNEAPOLIS

# CARGILL COMMISSION COMPANY

DULUTH MINNEAPOLIS MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

## SHIP TO CARGILL

"You can't do better; You might do worse."

CORN -- OATS -- BARLEY -- RYE  
 For Prompt Shipment in any Quantity

**The VAN DUSEN-  
 HARRINGTON CO.**

MINNEAPOLIS

DULUTH



# Ship Your Grain To the Chicago Market

**B**UYERS of the world come to the Chicago market for their grain supplies.

The Chicago market is the great distributing center of the United States.

Both lake and rail transportation are among the advantages.

There is adequate storage capacity. Facilities for handling, cleaning and conditioning grain safeguard the interests of the interior shipper.

Rigorous rules of the Chicago Board of Trade, which has always maintained the highest standard of commercial integrity, protect the interests of those transacting business with any member of that exchange.

Importance of the Chicago market to the producer as well as the shipper should not be overlooked.

More than 400,000,000 bushels of grain are handled in this market in a year.

## The Chicago Board of Trade

*You are invited to visit this center of world grain trade. Literature descriptive of the function of the exchange may be had on request, either in person or by letter.*



Board of Trade  
Members

CHICAGO

Board of Trade  
Members

Special Wire and Salesman Service

**LAMSON BROS. CO.****WHEAT, CORN  
OATS, RYE**

166 W. Jackson Blvd. Chicago, Ill.

Eugene Schifflin P. H. Schifflin, Jr. R. E. Andrews  
Pres. Treas. Sec.**Philip H. Schifflin & Co.**  
(INC.)**GRAIN COMMISSION**

515-518 Postal Telegraph Bldg.

Chicago

Branch Offices:

F. F. Munson Champaign, Illinois  
R. T. O'Neill Joliet, Illinois  
G. N. McReynolds Mason City, Iowa  
B. L. Nutting Spencer, Iowa**CARHART CODE HARWOOD CO.****Grain Commission**

Board of Trade CHICAGO

"Since 1873"

**J. J. BADENOCH CO.**BUYERS and SHIPPERS of all kinds of  
GRAINSMILL FEEDS and CONCENTRATES  
CONSIGNMENTS SOLICITED  
400 N. UNION AVE. CHICAGO, ILL.Chicago Grain & Salvage Co.  
Dealers in**SALVAGE GRAIN**

GRAIN, FEEDS, Etc.

Write or Wire

930 Postal Telegraph Bldg. CHICAGO

**Clement Curtis & Co.**

The Rookery Bldg., Chicago

Members of all principal Exchanges.  
Private wire service to all leading cities  
in this country**BARTLETT FRAZIER Co.****GRAIN MERCHANTS**Western Union Bldg.  
CHICAGO

SHIP US THAT NEXT CAR

**E. W. BAILEY & CO.****Commission Merchants**

Receivers and Shippers of

GRAIN, SEEDS, PROVISIONS

72 Board of Trade, CHICAGO

**Harris, Winthrop & Co.**15 Wall Street, New York  
The Rookery, Chicago**GRAIN COMMISSION**

Members of Principal Exchanges

**CIPHER CODES**We carry the following cipher codes in stock  
and can make prompt delivery.

Universal Grain Code, board cover...\$1.50  
 Universal Grain Code, flexible leather 3.00  
 Robinson's Cipher Code, leather..... 2.25  
 A. B. C. Code, 5th Ed., with sup..... 20.00  
 Baltimore, Export Cable Code.....15.00  
 Bentley's Complete Phrase Code..... 15.00  
 Companion Cable Code..... 5.00  
 Miller's Code (1917)..... 2.00  
 Cross Telegraphic Cipher Code..... 2.00

Your name in gilt letters on front cover,  
35 cents extra.

For any of the above, address

**GRAIN DEALERS JOURNAL**

309 So. La Salle St. Chicago, Ill.

**JOHN E. BRENNAN & CO.**

COMMISSION MERCHANTS

GRAIN and SEED  
CHICAGO**HENRY RANG & CO.****Commission Merchants**Chicago Milwaukee  
Sioux City**Rosenbaum Brothers****Grain Merchants**

Board of Trade Chicago, Ill.

**RUMSEY & COMPANY**

COMMISSION MERCHANTS

Board of Trade

Chicago, Illinois

**THE CORN EXCHANGE NATIONAL BANK**  
of Chicago

Capital and Surplus Fifteen Million Dollars

Officers

ERNEST A. HAMILL, President  
 CHARLES L. HUTCHINSON, Vice-President  
 OWEN T. REEVES, JR., Vice-President  
 J. EDWARD MAASS, Vice-President  
 NORMAN J. FORD, Vice-President  
 JAMES G. WAKEFIELD, Vice-President  
 EDWARD F. SCHOENCK, Cashier  
 LEWIS E. GARY, Assistant Cashier  
 JAMES A. WALKER, Assistant Cashier  
 C. RAY PHILLIPS, Assistant Cashier  
 FRANK F. SPIEGLER, Assistant Cashier  
 WILLIAM E. WALKER, Assistant Cashier

Directors

WATSON F. BLAIR,  
 CHAUNCEY B. BORLAND, Managing  
 Borland Properties.  
 EDWARD B. BUTLER, Chairman Board  
 of Directors Butler Bros.  
 BENJAMIN CARPENTER, President  
 Geo. B. Carpenter & Co.  
 HENRY P. CROWELL, Chairman of  
 Board Quaker Oats Co.  
 ERNEST A. HAMILL, President  
 CHARLES H. HULBURD, President  
 Elgin National Watch Co.

CHARLES L. HUTCHINSON, Vice-  
 President  
 JOHN J. MITCHELL, President of the  
 Illinois Merchants Trust Co.  
 MARTIN A. RYERSON  
 J. HARRY SELZ, President Selz, Schwab  
 & Company  
 ROBERT J. THORNE  
 CHARLES H. WACKER, President  
 Chicago Heights Land Assn.

Foreign Exchange—Letters of Credit—Cable Transfers

**We Have Specialized in Grain Accounts for Forty-five Years**



Board of Trade  
Members

## CHICAGO

Board of Trade  
Members

WE WANT YOUR BUSINESS  
NOT LATER—BUT TODAY  
Especially Consignments  
GRAINS ALL WAYS

**McKENNA & DICKEY**  
60 Board of Trade, Chicago

**POPE & ECKHARDT CO.**  
GRAIN and SEEDS  
111 W. Jackson St. CHICAGO

**J. C. SHAFFER GRAIN CO.**  
Grain Merchants  
111 W. Jackson Boulevard  
Chicago, Ill.

**BUYERS AND SELLERS**  
of Grain Elevators. You can make your wants  
known quickly by advertising in the "Elevators  
for Sale and Wanted" columns.

### NASH-WRIGHT GRAIN CO.

Commission Merchants

66A Board of Trade Building, CHICAGO

Telephone  
Harrison 2379

### ARMOUR GRAIN COMPANY

GRAIN MERCHANTS

Manufacturers of

ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS  
208 So. La Salle Street, Chicago, Ill.

FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

### J. H. DOLE & COMPANY

RECEIVERS AND COMMISSION MERCHANTS

327 South La Salle Street

CHICAGO, ILL.

### THE UPDIKE GRAIN COMPANY

"The Reliable Consignment House"

CHICAGO OMAHA KANSAS CITY MILWAUKEE SIOUX FALLS SIOUX CITY

### Rosenbaum Grain Corporation

GRAIN MERCHANTS

Private Wires in All Important Markets

Branch Offices—Omaha, Minneapolis, Oklahoma City, Fort Worth, Galveston

### HITCH & CARDER

COMMISSION MERCHANTS

Members Chicago Board of Trade  
Webster Bldg., 327 So. La Salle St., CHICAGO, ILL.  
Tel. Wabash 6584

CONSIGN TO

### WEGENER BROS.

Grain Commission

309 SOUTH LA SALLE STREET

CHICAGO

## BARLEY WANTED

Two Rowed and Heavy White

Send Samples

Also Send Samples Buckwheat

### The Quaker Oats Company

Grain Department

Chicago, Illinois

Hillsdale, Ill.—While I have quit the  
grain business, it seems like I am lost  
without the Journal.—H. H. Palmer.

Chamber of Commerce  
Members

## BALTIMORE

Chamber of Commerce  
Members

### E. H. BEER & CO., INC.

Successors to

Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore

Receivers, Shippers, Exporters

### H. C. JONES & CO.

BALTIMORE

Grain and Hay

Consignments or Direct Purchases

### Baltimore Grain Co.

Receivers & Exporters

Baltimore Maryland

### Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal.

### GILL & FISHER

Grain Receivers and Shippers

BALTIMORE

Established 1900

### G. A. HAX & CO.

COMMISSION

Grain and Hay

BALTIMORE

MARYLAND



# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**The Summit Grain Co.**  
Receivers and shippers of all kinds of grain.  
Offices and elevator, 19th and Navajo Sts. P. O. Box 805.

**O. M. Kellogg Grain Co.**  
Receivers and shippers of all kinds of grain.

**T. D. Phelps Grain Co.**  
Wholesale Grain and Beans.

**McCaull-Dinsmore Co.**  
Grain—Wholesaler and Commission.

**Rocky Mountain Grain Co.**  
Grain Merchants—Export and Domestic.

**Houlton Grain Company**  
Wholesale Grain—Get in touch with us.

**The Conley-Ross Grain Co.**  
Wholesale Grain.

**The Ady & Crowe Mercantile Co.**  
Grain, Hay, Beans.

**Denver Elevator**  
Wholesale Grain, Flour, Mill, Feed and Pinto Beans.  
We operate 30 elevators in eastern Colorado.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discontinued by three disinterested members of the Exchange when dockage is not provided for in the contract

Grain Exchange  
Members

## ST. JOSEPH

Grain Exchange  
Members

**We Want Your  
Business**  
Ask for Our Prices

**The A. J. Elevator Company**  
ST. JOSEPH, MO.

**Hard and Soft Wheat  
Corn and Oats**  
Write, Wire or Phone Us

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS  
ST. JOSEPH, MO.

Button-Simmons Grain Co.

# B-S

BETTER SERVICE  
St. Joseph, Mo.

Board of Trade  
Members

## PEORIA

Board of Trade  
Members

### Clark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000	to	107,950	lbs. to	32	lb. bushels
20,000	"	74,950	"	"	34
20,000	"	96,950	"	"	48
20,000	"	118,950	"	"	56
20,000	"	138,950	"	"	60

Pounds printed in red ink; bushels in black. Lined ledger paper reinforced with muslin, bound in flexible karatol, marginal index. Price \$2.90.

GRAIN DEALERS JOURNAL  
69 So. La Salle Street CHICAGO, ILL.

### W. W. Dewey & Sons

COMMISSION MERCHANTS

33-35 Board of Trade  
Peoria, Ill.

### Turner-Hudnut Company

Receivers GRAIN Shippers

42-47 Board of Trade

### P. B. and C. C. Miles

Established - 1875  
Incorporated - 1910

Peoria, Illinois

Handling Grain on Commission Our Specialty

Board of Trade  
Members

## CAIRO

Board of Trade  
Members

# CORN

**Halliday Elevator Company**

GRAIN DEALERS  
CAIRO, ILL.

# OATS



Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

### SHIP US YOUR CORN, OATS AND WHEAT

*Regardless of its condition. We operate the Superior Elevator equipped with all modern machinery for handling grain.*

**PRATT & CO.,** Operators of Superior Elevator  
910 Chamber of Commerce Buffalo, N. Y.

### Have You Seed For Sale?

### Do You Wish To Buy Seed?

See our "Seeds For Sale—  
Wanted" Department  
This Number

## A. W. HAROLD GRAIN BARLEY A Specialty

717 Chamber of Commerce - BUFFALO, N. Y.

Merchants Exchange  
Members

## ST. LOUIS

Merchants Exchange  
Members

### PICKER & BEARDSLEY COM. CO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

**GRAIN, HAY, GRASS SEEDS, KAFIR, MILO**  
125 MERCHANTS EXCHANGE BLDG ST. LOUIS, MO.

Established 1877

**Langenberg Bros. Grain Co.**

St. Louis New Orleans

### Nanson Commission Co. GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

### Put Your Name

where everyone identified  
with the grain trade will  
see it and keep it there.

THAT IS IN THE

**Grain Dealers Journal**

OF CHICAGO

**GRAIN** MARSHALL HALL GRAIN COMPANY  
HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT  
ST. LOUIS  
ST. JOSEPH

## RECEIVERS, SHIPPERS AND BROKERS

CONSIGN  
**WHEAT - CORN - OATS**  
—TO—  
**DUMONT, ROBERTS & CO.**  
626-8 Murphy Building, Detroit, Mich.

**L. W. FORBELL & CO.**  
Strictly Commission Merchants  
Specialists in WHEAT, CORN, OATS  
Consignments Solicited  
340-342 Produce Exchange, NEW YORK, N. Y.

**E. I. BAILEY**  
CLEVELAND, OHIO  
Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
Ask for Prices

**TAYLOR & PATTON CO.**  
Terminal elevator capacity  
250,000 bushels. Buyers and  
shippers of Corn and Oats.  
DES MOINES - IOWA

Chicago Peoria Clinton St. Louis  
Keokuk Decatur Bloomington  
**Harrison, Ward & Co.**  
Grain Belt Elevator  
Decatur, Ill.  
Wire, Phone or Write us for Prices.  
Buyers **Grain** Shippers  
Corn and Oats Our Specialty — Bulk or Sacked

**E. A. Grubbs Grain Co.**  
BUYERS—SHIPPERS  
**Good Milling Wheat**  
GREENVILLE - OHIO

**CROWELL ELEVATOR COMPANY**  
Receivers and Shippers  
**GRAIN**  
Consignments Solicited  
OMAHA

**E. Stockham Grain Co.**  
CONSIGNMENTS  
Every Car Gets Personal Service  
Omaha, Nebr.  
WRITE US YOUR OFFERS

**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
Brokerage and Commission  
DOMESTIC and EXPORT  
505 Chamber of Commerce Boston, Mass.

## SWIFT GRAIN CO.

Consign or Ask Us for Bid

Murphy Building, Detroit, Michigan

Your Journal was the greatest help for me when I was in the grain business and I have learned much from it. I will again subscribe when I get in the business again.  
—J. M. Van der Graaf, Goodwin, S. D.



Board of Trade  
Members**KANSAS CITY**Board of Trade  
MembersHandling  
Consignments  
and Futures  
44 Years**B. C. Christopher & Co.**

KANSAS CITY, MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed**Davis-Noland-Merrill Grain Co.**

operating Terminal Elevator

Capacity 2,500,000 bushels—Superior service to millers and grain dealers

G. H. DAVIS, President

N. F. NOLAND Vice-President

HAROLD A. MERRILL, Treasurer

M. GUNDELFINGER, Secretary

Consign to

**WATKINS GRAIN CO.**

KANSAS CITY, MO.

"You'll Be Pleased"

**Yes Sir:**Real  
Service

We Handle Consignments

**S. H. Miller Grain Co.**  
Kansas City Missouri

Buyers—Sellers

**WHEAT . CORN  
OATS . BARLEY  
CONSIGNMENTS  
MILL ORDERS****Rocky Mountain Grain & Com. Co.**  
Consignments**CONSIGN****Ernst-Davis Com. Co.**

Kansas City

**SPECIAL ATTENTION  
GIVEN TO FUTURES**MEMBERS  
Kansas City Board of Trade  
Chicago Board of Trade  
St. Louis Merchants Ex.**Simonds-Shields-Lonsdale  
Grain Co.**

QUALITY and SERVICE

Kansas City, Missouri

**A. C. DAVIS GRAIN CO.**

Grain Commission

Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A**SHANNON GRAIN COMPANY**

CONSIGNMENTS

201-2 Board of Trade KANSAS CITY, MO.

Read the Advertising pages.  
They contain many stories of interest.  
The *Grain Dealers Journal* pre-  
sents only reputable concerns.Always looking for the next issue of the  
Journal.—W. E. Dickinson, mgr., Fuller-  
ton Elevator Co., Fullerton, N. D.Produce Exchange  
Members**TOLEDO**Produce Exchange  
MembersThere is a great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE.1887 **H. W. DEVORE & CO.** 1924  
TOLEDO - OHIO**Clover Seed**International Game, played in Toledo, Ohio.  
Providence does dealing. When "Seedy" favor**C. A. KING & CO.**  
Like Billy Sunday they deal in cash and futures.**JOHN WICKENHISER & CO.**Wholesale Grain Dealers  
TOLEDO, OHIOWe make track bids and quote delivered  
prices. Solicit consignments of Grain and  
Clover Seed. Members Toledo Produce Ex-  
change and Chicago Board of Trade.**RECEIVERS, SHIPPERS AND BROKERS****Des Moines Elevator & Grain Co.**

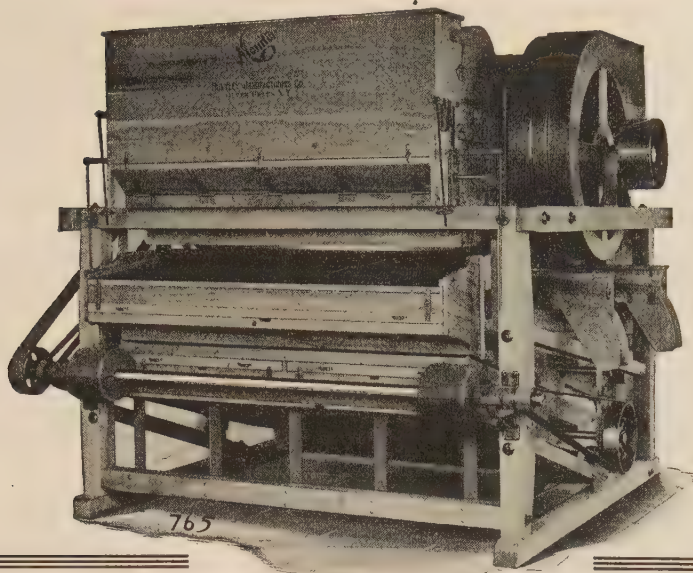
Terminal Elevator Capacity 700,000 Bu.

We specialize in Oats and High Grade  
Corn, Oats sacked for Southern Trade.  
HUBBELL BLDG. DES MOINES, IOWA**E. P. BACON CO.**  
Grain Commission MerchantsSellers of Cash Grain and  
Field Seeds on Consignment  
MILWAUKEE—CHICAGO—MINNEAPOLIS**C. N. D. QUOTATIONS**We have enlarged upon our old form  
of recording C. N. D. quotations and now  
have a new book which, in addition to  
having spaces for Wheat, Corn and Oats,  
also has spaces for Rye and Barley.  
Each sheet is headed "Board of Trade  
Quotations for Week Commencing Mon-  
day.....192...." Columns are pro-  
vided for three Wheat options, three  
Corn, three Oats, three Rye and two  
Barley; have spaces for the market  
hourly and at close. Closing prices for  
previous week are listed at top.  
Sixty sheets, printed on bond paper,  
9 1/2 x 11 1/2, are well bound in book form,  
with flexible pressboard covers—a year's  
supply. Order Form 97-5. Price \$1.00.  
**GRAIN DEALERS JOURNAL**  
305 South LaSalle St. Chicago, Ill.**L. C. BUTTON CO.**

510-511 Grain Exchange SIOUX CITY, IOWA

**General Grain and  
Commission Business**  
USE US**RICHARDSON BROS.**Brokers  
Want Offers  
Grain - Flour - Mill Feed  
Delivered Philadelphia  
Either Export or Domestic  
The Bourse





## What Is It

that makes the MONITOR Warehouse Separators the choice of so many grain handlers?

It's the ability of the MONITOR in actual operation, to take grain, regardless of its condition, and separate and remove the dirt with a minimum loss of good grain. It is able to do this because of its large screen area, its splendid air separations and the unusually accurate balance of its parts to make an accurate whole.

It's also because of its small power requirements, its lasting, durable service, its quietness when at work.

In other words, because it delivers clean grain under any and all conditions, it has a record-breaking number of users.

You need it to meet the grading rules. As you clean, so will your grain be graded in the market. Send only good grain and do not pay freight on the dirt.

## Huntley Manufacturing Company

Department B

Silver Creek, New York

### *Our Representatives At Your Service*

**Chicago, Ill.**

A. D. McPherson,  
410 Webster Bldg.

**Kansas City, Mo.**

J. B. Ruthrauf, Coates House

**Dayton, Ohio**

W. B. Sutton, 236 Boyer St.

**Los Angeles, Calif.**

McKain Mfg. Co.

**High Point, N. C.**

C. T. Burton, 204 White Oak St.

**Portland, Ore.**

J. J. Ross Mill Furn. Co.

**Minneapolis, Minn.**

A. F. Shuler, 218 Iron  
Exchange.

**Winnipeg**

Will Hill, 217 Corn Exch.

**Philadelphia, Penna.**

B. L. Brooks, Hanover,  
Hotel.

**Seattle, Wash.**

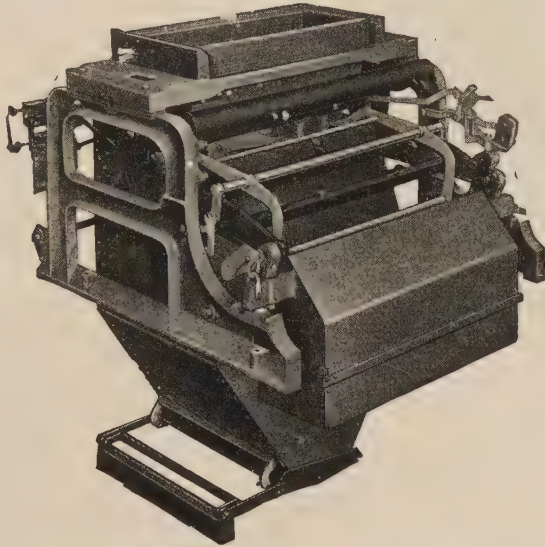
J. J. Ross Mill Furn. Co.

**Canadian Plant:**

Tillsonburg, Ontario.



# You Don't Have To Change Over Your Elevator At Heavy Expense To Install a Richardson Automatic Grain Shipping Scale



The new Richardson is self-aligning and no raising of head or expensive changes of spouting are necessary to put it in. Busy country operators swear by "Richardson Weights" and *they know*. Thousands of dollars are collected annually on weights registered over Richardson Scales.

**RICHARDSON SCALE COMPANY, Passaic, N. J.**  
Chicago                      Minneapolis                      Omaha                      Wichita

## DIXON'S Silica-Graphite Paint

### Recommended For

Siding,  
Roofing,  
Smokestacks,  
Boiler and  
Engine Room  
Equipment  
and all other  
exposed metal  
or wood work.

### Lower Paint Costs!

by using a paint that will withstand wear and corrosion for a longer time than if a "cheaper per gallon" paint were used.

Dixon's Silica-Graphite Paint has for many years afforded better protection and complete satisfaction to its many users. Records in various fields tell of service of from five to ten years without repainting.

Such records are possible only because of the lasting quality of the pigment, flake silica-graphite, and the valuable boiled linseed oil.

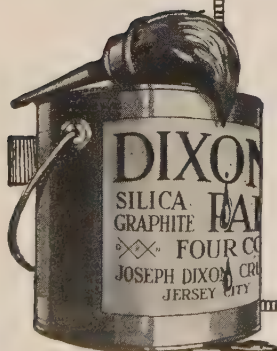
It will pay you to write now for Booklet No. 15 B, which tells why Dixon's is a better paint.

**JOSEPH DIXON  
CRUCIBLE CO.**

Jersey City, N. J.



Est. 1827



## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
Attrition Mill	Lightning Rods
Bag Closing Machine	Magnetic Separator
Bags and Burlap	Manlift
Bearings { Roller	Moisture Tester
Belting { Ball	Mustard Seed Separator
Bin Thermometer	Oat Bleachers and Purifiers
Boots	Oat Clipper
Buckets	Oat Crusher
Car Liners	Pneumatic Conveying Equipment
Car Loader	Portable Elevator
Car Mover	{ Oil Engine
Car Puller	{ Gas Engine
Car Seals	{ Motors
Cleaner	Power Shovel
Clover Huller	Radio Equipment
Coal Conveyor	Railroad Claim Books
Corn Cracker	Renewable Fuse
Conveying Machinery	Sample Envelopes
Distributor	Scales
Dockage Tester	Scale Tickets
Drain Circulating Pump	Scarifying Machine
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel
Elevator Paint	Silent Chain Drive
Feed Mill	Speed Reduction Gears
Fire Barrels	Storage Tanks
Fire Extinguishers	Spouting
Friction Clutch	Testing Apparatus
Grain Driers	Transmission Machinery
	Transmission Rope
	Waterproofing (Cement)

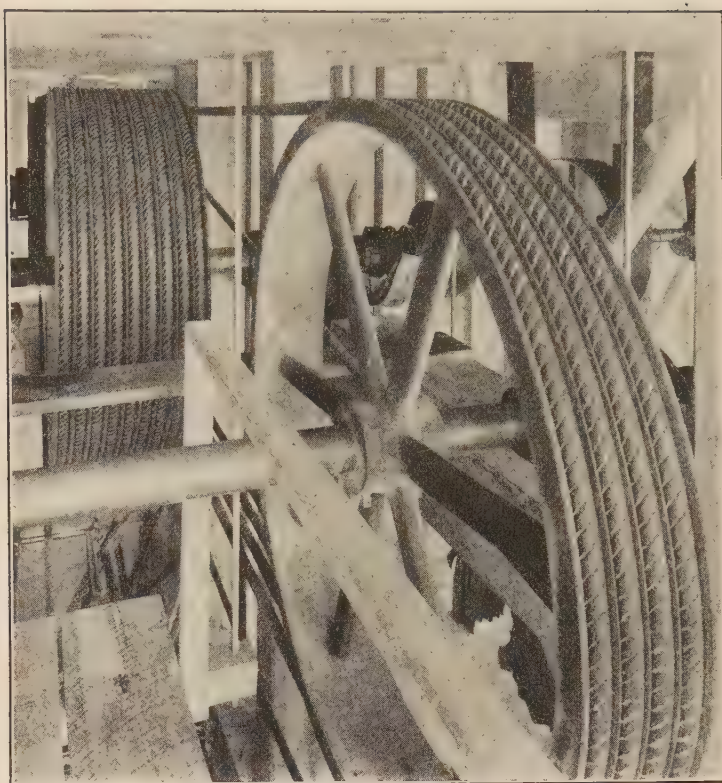
Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago



# You Can Stop Your Power Losses!



Stop the thief that steals, yes, literally steals your money by stealing your power. Do away with those faulty transmission systems that creep and slip, absorbing the energy your power plant develops.

Equip with Columbian Transmission Rope now and enjoy the many advantages it offers, and for lesser maintenance cost than your present system. The proper Rope never slips. It delivers full power without the least variation in speed. It is silent and positive.

For genuine economy, long life and satisfactory service, be particular to get Columbian *Tape-Marked* Pure Manila Transmission Rope. It is made of selected pure Manila fibre of extreme length and strength. Modern machines operated by master workmen, convert this choice fibre into the Rope of proven merit.

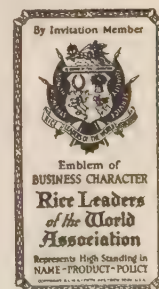
Columbian can always be identified by the red, white and blue -*Mpearker* contained throughout the length of one strand. This marker carries the significant printed message "Guaranteed Rope, made by Columbian Rope Co., Auburn, N. Y." Insist on its presence in the next Rope you buy.

## Columbian Rope Company

322-60 Genesee Street

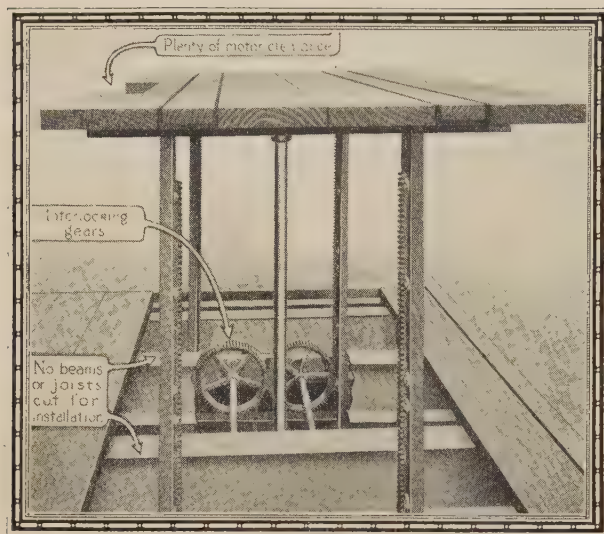
Auburn, "The Cordage City" N. Y.

Branches:— New York Chicago Boston Houston





## A Guaranteed Dump



Every Trapp Dump carries the unqualified guarantee of its manufacturers for two years. This is your protection on the service you have a right to expect.

In all the years of service given by hundreds of Trapp Dumps, no replacements have been needed beyond a few cup leathers.

If you are not acquainted with the reasons that make the Trapp Dump mechanically perfect, write for detailed information about the Trapp Dump and the nearest installation near you.

## ALL STEEL TRAPP DUMP

**DRAKE-WILLIAMS-MOUNT COMPANY**  
OMAHA, NEBR.

Manufacturers of boot pans, water and oil tanks, and smoke stacks. Jobbers for boiler tubes, plate, sheet and structural steel.

# \$1865<sup>00</sup>

Now Buys A

## Randolph Grain Drier

For Small Mills and Elevators

This price includes both drier and cooler, operated by the Randolph Double Fan System, using fresh air for both drying and cooling and is of the continuous flow type, damp grain entering the drier will be discharged at the bottom of the cooler ready for milling, storage or shipping. It is equipped with the Randolph Direct Heat Furnace which uses Anthracite coal, coke, powdered coal, or crude oil for fuel. The temperature is automatically controlled, enabling the operator to have any degree of heat desired regardless of outside weather conditions. Dries all kinds of grain and beans. Destroys Augoumois Grain Moth, Weevil and all other grain insect pests. Removes onion and garlic odor from wheat. Sweetens grain that is sour, musty and mouldy.

*We Also Make Complete Line of  
Steam Driers*

**O. W. Randolph Company**  
Toledo, Ohio, U. S. A.

## WELLER

### Elevator Buckets



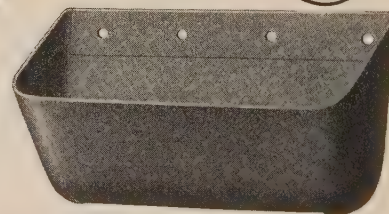
#### "V" Type

A bucket for high speed and perfect discharge



#### "Salem"

Weller Buckets are well made and will give the service



We Also Make  
Buffalo Favorite and Rialto Buckets  
and a Complete Line of  
Grain Handling Equipment

Write for prices

## WELLER MFG. CO.

1820-1856 N. Kostner Ave.

Chicago, Ill.

SALES OFFICES:

New York Boston Baltimore Pittsburgh  
Cleveland Detroit San Francisco



## Grain Testing Scales



5055  
No. 5055  
For Grain Testing, Etc.



No. 4000 Used in Moisture Testing  
SEND FOR CATALOG NO. 35 C

## The Torsion Balance Co.

Main Office  
92 Reade Street NEW YORK CITY  
Factory 147-153 Eighth Street Jersey City, N. J.  
Branch: 31 W. Lake Street Chicago, Ill.  
Branch: 49 California Street San Francisco, Cal.



### THE "STAR" WAREHOUSE BRUSH for Sweeping Grain from Cars

We would like to ship you a dozen of these on trial for 60 days. No charge unless the brush proves satisfactory. Send no money—write today. Guaranteed to outwear 5 brooms each. Used by leading terminal elevators.

\$16.00 per doz. F. O. B. Minneapolis  
Flour City Brush Co.  
422 So. 4th St., Minneapolis, Minn.

Fort Worth, Tex.—I don't think I would know just how to do business without your paper.—C. E. Muchmore, Gladney-Muchmore Grain Co.

CARTER CARTER CARTER CARTER CARTER CARTE  
DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR

These Elevators  
have increased profits  
by using the



CLEAN Wheat—at the lowest cost yet achieved, is being obtained in scores of elevators by the Carter Disc Separator—without loss in the tailings.

After giving it a thorough trial the elevators named below have found its use so profitable that the Carter now has a permanent place in their equipment. *Many of these elevators have put in additional machines.*

Here is a partial list of elevator companies using the Carter. The figures after each name show the number of Carter Disc Separators in operation.

Dingley Elevator Co., Corcoran, Cal. (2)	M. T. Cummings Grain Co., Lincoln, Nebr. ....(1)
J. J. Badenoch Co., Chicago, Ill. ....(1)	Merriam & Millard Co., Omaha, Neb. (1)
C. & N. W. Terminal Elev., Chicago (8)	Nye Schneider Jenks Co., Omaha, Neb. (1)
Trans-Mississippi Grain Co., Council Bluffs, Ia. ....(1)	N. Dak. State Elev., Grand Forks, N. D. ....(8)
Port Covington Grain Elev., Baltimore, Md. ....(1)	Great West Mill & Elev. Co., Amarillo, Tex. ....(1)
Exchange Elev., St. Louis Park, Minn. (2)	Port Worth Elevator Co., Ft. Worth, Tex. ....(6)
Spaulding Elevator Co., Warren. ....(2)	Galveston Wharf Co., Galveston, Tex. (4)
Bartlett-Frazier Co., Minneapolis. ....(5)	Niles Public Elev. Co., N. Ft. Worth, Tex. ....(1)
Cereal Grading Co., Minneapolis. ....(2)	Wichita Falls M. & Elev., Wichita Falls, Tex. ....(3)
Concrete Elevator Co., Minneapolis. ....(1)	Port Commission Elev., Norfolk, Va. ....(2)
G. E. Gee Grain Co., Minneapolis. ....(1)	P. C. Kamm Co., Milwaukee, Wis. (1)
Osborne-McMillan Elevator Co., Minneapolis, Minn. ....(1)	Itasca Elevator Co., Superior, Wis. ....(2)
Pioneer Grain Co., Minneapolis. ....(1)	Port of New Orleans Elevators, Belle Castle, La. ....(8)
Pioneer Steel Elev. Co., Minneapolis. ....(2)	Elevators at Port Arthur and Ft. Williams, Ont. ....(50)
Sterling Grain Co., Minneapolis. ....(2)	
Twin City Trading Co., Minneapolis (4)	
Mississippi County Elev. Co., Charleston, Mo. ....(2)	
Norris Grain Co., Kansas City, Mo. ....(1)	
Murray Elevator, North Kas. City, Mo. (1)	

## The Final Test—Actual Use!

Try the Carter at our expense! We will ship you a machine suited to your needs for 30 days' use. Then, if it is not entirely satisfactory you may return it and we will pay the freight both ways. You need it this season. Write today.

## CARTER-MAYHEW MFG. CO.

611 19th Ave., N. E., Minneapolis, Minn.  
Kansas City Office, 518 New York Life Bldg.

### FOREIGN REPRESENTATIVES

Canada—The Strong-Scott Mfg. Co., Ltd., Winnipeg  
Argentina—Cereal Machine Co., Buenos Aires.

CARTER CARTER CARTER CARTER CARTER CARTE  
DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR DISC SEPARATOR



**"D. P."** **SUPERIOR** **"O. K."**  
and  
ELEVATOR CUPS  
are  
**REVOLUTIONIZING**  
Grain Elevator Operation!

*The Cup is the Heart of the Elevator*

A Splendid Elevator with a Poor Cup  
Is Like an Athlete with a Weak Heart  
*ISN'T THAT TRUE?*



It is absolutely  
**UP TO THE CUP**  
to handle every  
bushel of ma-  
terial that  
passes thru  
your elevator.

For of what  
use is a fine  
concrete en-  
cased elevat-  
or, equipped  
with a power-  
ful, smooth-  
ly running motor,  
if your cup has a  
poor discharge  
and will not give

you the capacity you had counted on?

**WE GUARANTEE OUR CONSTRUCTION—CAPACITY—DISCHARGE!**

*Write us today for full information and free sample cup*

**K. I. Willis Corporation**  
204½ 18th Street Moline, Ill.

*No order too large for us to handle; none too small for us to appreciate*

# Corrugated Sheets

We specialize in corru-  
gated sheets for roofing  
and siding; also sheet  
metal work for elevators.  
Immediate shipment  
from Chicago.

**The Sykes Company**  
2270 W. 58th Street  
**CHICAGO**

Conceded to be the most ingenious thing ever invented for

# SEPARATING VETCH FROM RYE



**Automatic  
No Moving Parts**

**Operates on the  
Gravity Principle**

**Self-Acting  
Requires No Power**

Actually pays for itself  
in a few weeks.

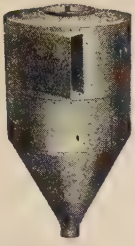
*We'll test your samples and show you something interesting*



**S. Howes Co., Inc.**  
SILVER CREEK, N. Y.







## To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

Armour Grain Co.  
Chicago  
Northrup-King Co.  
Minneapolis  
Quaker Oats Co., 5  
Plants  
B. & O. Elevator,  
Baltimore  
J. C. Hunt Grain Co.  
Wichita Falls, Tex.  
Santa Fe Elevators  
Kansas City  
Capitol Elevator.  
Duluth

### Cyclone Blow Pipe Co.

2542-52 W. 21st St. Chicago, Ill.

## The "Climax" Scoop Truck

Can easily add **Ten Cents an Hour** to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop Truck will pay for itself and cost you nothing for its use thereafter.

It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements.

Why not order now and let the Scoop Truck be giving itself to you?

Price \$15.00

F. O. B. Cars at Factory

Detroit Scoop Truck Co.

CAPACITY:

200 Lbs. Coal

2½ Bushels Grain

993 Osborne Place  
Detroit, Michigan



Patented

# SULPHUR

Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

## TEXAS GULF SULPHUR COMPANY

GENERAL OFFICES:

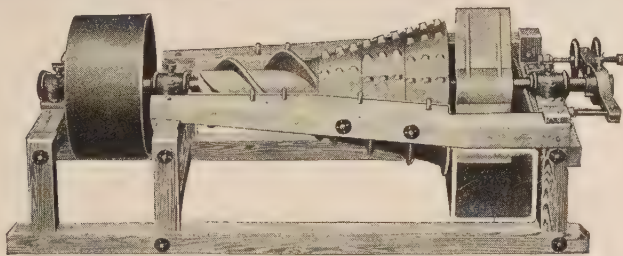
41 E. 42nd St.  
New York  
N. Y.

MINES:

Gulf  
Matagorda County  
Texas

WESTERN REPRESENTATIVE:

F. W. Lewis  
7 So. Dearborn St  
Chicago, Ill.



## Millions of Bushels of Soft Corn

Is your shelling plant in condition to handle it?

CONSTANT heavy duty wood or iron frame shellers are giving satisfactory service with all kinds of corn. The positive lock wheel adjustment allows all adjustments to be made, either when the sheller is running or when idle. The two piece shell saves time and expense in case of accident.

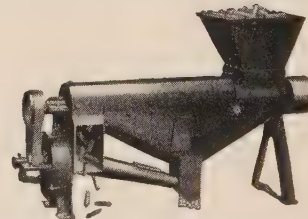
Upper and lower halves are bolted above and below frame, allowing either to be replaced in 20 minutes. Guaranteed to shell their rate capacity. Minimum power requirements and many other desirable features.

Check up your equipment today and write CONSTANT for complete information and prices on the needed replacements and repairs.

### The B. S. Constant Mfg. Company

Complete Equipment for Grain Elevators

Bloomington, Illinois



## WHY HESITATE

to install a machine that soon pays for itself?

The TRIUMPH Corn Sheller is a necessity in an up-to-date elevator. It is a money-saver and a money-maker. Costs little; saves much. Decreases labor and waste; increases output and profits.

You need the illustrated bulletin.  
Send us your name and address.

THE C. O. BARTLETT & SNOW CO.

Main Office and Works: Cleveland, Ohio



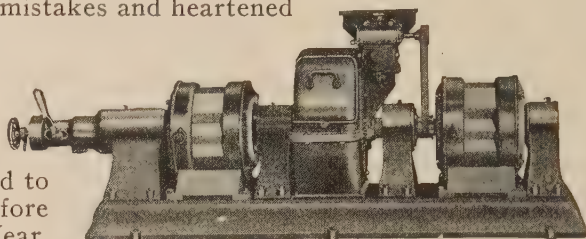
## Best Wishes for the New Year

Today we stand hopefully on the threshold of a new year—a year rich in promises of happiness and good fortune.

It is an appropriate time to pause in our work and, while exchanging a word of friendly encouragement with those about us, to gaze back thoughtfully upon our past endeavors. And, making our future plans in the light of what the last year has taught us, we face the problems of 1924 wiser for our mistakes and heartened by our successes.

We cordially thank all those who have helped us to make the past year a successful one; and in turn we trust that our own services have proved worth while.

And so, to the friends we now possess and to those whom we hope to win in the year before us, we wish a happy and prosperous New Year.



**SPROUT, WALDRON & CO., 1202 Sherman St., MUNCY, PA.**

Chicago Office:  
9 South Clinton St.

H. C. MALSNESS, Mgr.  
Kansas City Office: 308 New England Bldg.

THE MONARCH MILL BUILDERS

The first thought is usually the best and the Invincible is the first that comes to the minds of most good grain elevator operators when they need a new receiving separator.

We are now making shipment of forty-six of them to South Africa

**Famed Everywhere For Efficiency**

*Drop us a card today for  
literature and price.*

**Invincible Grain Cleaner Company**

Silver Creek

New York

# RATIN

**WILL EXTERMINATE ALL YOUR  
RATS AND MICE**

WRITE FOR FULL INFORMATION

SOLD BY

**THE HENNINGSON, HARVING CO. INC.**  
171 DUANE STREET  
NEW YORK CITY, N.Y.

## MORSE SILENT CHAIN DRIVES

Positive as a gear, flexible as a belt, combining the advantages of both without the disadvantages of either.

**MORSE CHAIN CO., ITHACA, N. Y.**

*There is a Morse Engineer near you*

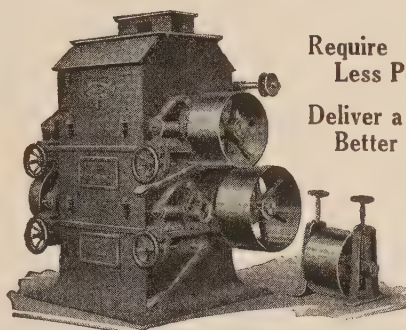
Atlanta, Ga.	Denver, Colo.	Philadelphia, Pa.
Baltimore, Md.	Detroit, Mich.	Pittsburgh, Pa.
Boston, Mass.	Kansas City, Mo.	San Francisco, Cal.
Charlotte, N. C.	New York City	St. Louis, Mo.
Chicago, Ill.	Minneapolis, Minn.	Toronto, Ont., Can.
Cleveland, Ohio	Montreal, Que., Can.	Winnipeg, Man., Can.

2060-30



# E H R S A M

One, Two and Three Pair High  
Feed Mills



Require  
Less Power  
Deliver a  
Better Product

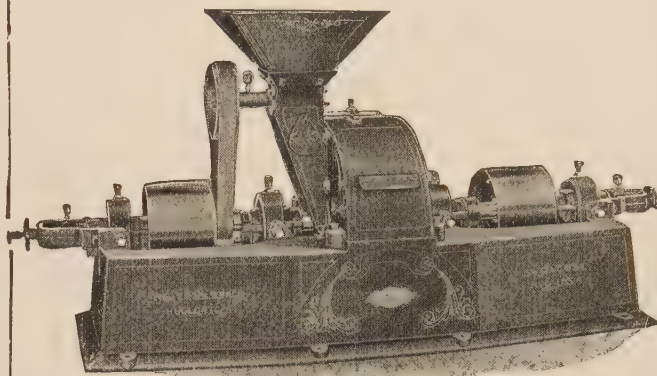
Rolls cut especially for making  
cracked corn chicken feed, cut  
wheat. Also standard corruga-  
tions for corn meal and feed.

Send for Bulletin No. 20

**The J. B. Ehram & Sons Mfg. Co.**  
Enterprise, Kansas

# The "HALSTED"

HAS NO EQUAL



No Seal Rings  
Scientific

Positive Feed  
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being re-  
versible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

**THE ENGELBERG HULLER CO.**  
SYRACUSE, N. Y., U. S. A.

# BRIDGE THE GAP THAT LIES BETWEEN

BUSY SEASON

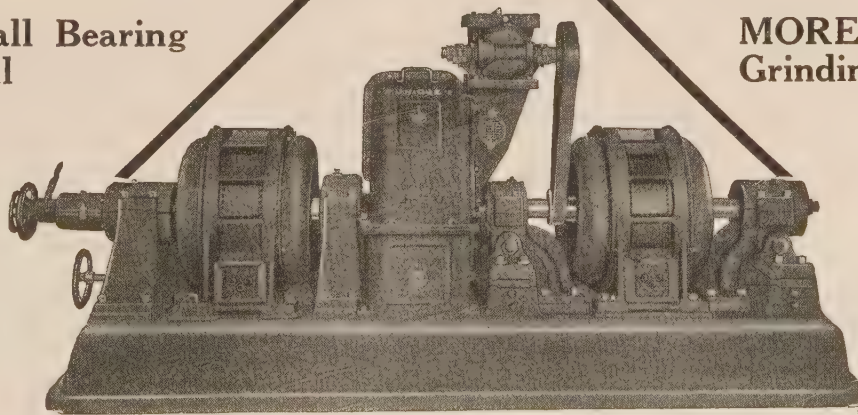
SLACK SEASON

BUSY SEASON

More and more elevators are finding relief  
from the common "slack season" through the  
installation of the

## UNIQUE Ball Bearing Attrition Mill

This addition to  
their equipment as-  
sures a steady in-  
flux of old and new  
customers to their  
elevator and turns  
an otherwise slack  
season with its  
heavy overhead  
expenses into one  
of the most profit-  
able and pleasant  
phases of their  
business.



Motor Driven Mill. Belt Driven if Desired.

Ask for Catalog No. 12 which illustrates and describes the  
UNIQUE Mill in complete detail. Sent free on request.

The UNIQUE Ball Bearing Attrition Mill as-  
sures you of greatest profit from feed grinding  
because it produces MORE and BETTER grinding  
CHEAPER.

## MORE and BETTER Grinding CHEAPER

Every elevator  
will find the instal-  
lation of this mill a  
great source of  
profit because there  
is a constant de-  
mand for ground  
feeds. A feed  
grinding plant is  
welcomed and pa-  
tronized by the  
farmers and stock  
and poultry raisers  
of any community.

**ROBINSON MFG. CO., P. O. Box 411, MUNCY, PA.**  
CHICAGO OFFICE, 516 F. C. AUSTIN BLDG.



# GRAIN ELEVATOR BUILDERS

## The Horse Doctor (Continued)

### Chapter 4

"There are horse doctors for sick babies" in the concrete line as well as machinery salesmen for elevator repairs.

Refer to the broken up walls in concrete storage in Oklahoma and the "burned concrete fire-proof" elevator at Jamaica, Ill.

There are many of that kind, just as fireproof as the tile, however, the concrete walls do not leak when it rains, as does tile.

**YOUNGLOVE CONSTRUCTION CO.**  
Sioux City, Iowa  
*30 Years of Practical Experience*

## FEED SYSTEM ENGINEERING

Feed Plant Designing  
and Equipping

Feed Formulas and Manufacturing  
Methods

**S. T. EDWARDS & CO.**  
110 S. Dearborn St. CHICAGO

## Let The Star Engineering Company

design your new Elevator, or do your remodeling, and you will own a plant that is up-to-date in every particular. Our Engineering Department is at your service.

*Write or Wire Us*  
Wichita, Kansas

Cable Address "Pilenco"

## Charles L. Pillsbury Co.

Minneapolis—St. Paul  
Designing and Supervising Engineers  
Grain Elevators—Flour Mills—Power Plants

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

**BIRCHARD**  
CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy  
of Operation and Maintenance  
704 Terminal Bldg. LINCOLN, NEB.

**A. F. ROBERTS**  
**ERECTS** ELEVATORS  
CORN MILLS  
WAREHOUSES  
**FURNISHES** PLANS  
ESTIMATES  
MACHINERY  
SABETHA KANSAS

## GEO. A. SAATHOFF

CONTRACTOR and  
ELEVATOR BUILDER

Mayer Hotel Peoria, Illinois

## JONES-HETTELSATER CONST. CO.

Designers and Builders of  
GRAIN ELEVATORS and FLOUR MILLS  
706 Mutual Bldg., Kansas City, Mo.

**BLOOMINGTON CONST. CO.**  
Bloomington, Ill.  
Engineers and Contractors of  
**GRAIN ELEVATORS**  
Our Prices Are Very Reasonable

GRAIN and COAL ELEVATORS  
**T. E. IBBERSON CO.**  
CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

FOR  
Concrete Elevators  
Townsend B. Smith

Designer and Builder  
Decatur, Ill.

**W. C. Bailey & Son**  
Contractors and Builders of  
Mills, Elevators and Warehouses

We can furnish and install equipment in old or new elevators guaranteeing greater capacity with less power and positive non-chokable leg.

Cooper Bldg. Sunderland Bldg.  
DENVER, COLO. OMAHA, NEB.

**D. F. HOAG & CO.**  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

**JAS. H. BROWN CO.**  
R. J. Keehn, Supervising Engineer  
Minneapolis, Minn.  
Designers and Constructors  
Grain Elevators Flour Mills  
All Materials  
We Also Do Repair Work

**P. F. McALLISTER CO.**  
ENGINEERS AND CONTRACTORS  
Grain Elevators, Driers, Coal Chutes  
Wood or Concrete  
BLOOMINGTON, ILL.

**BOGGESS CONSTRUCTION CO.**  
29 Gebhardt Block DECATUR, ILL.  
Builders of  
GRAIN ELEVATORS and COAL POCKETS  
of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
760-762 Gushard Building  
DECATUR ILLINOIS

## Elevator Equipment

Tell us what you need for your Grain Elevator and we'll tell you where to get it. We make no charge whatever for this service.  
GRAIN DEALERS JOURNAL, CHICAGO



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

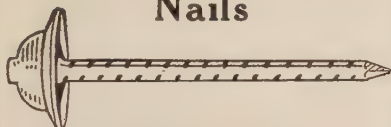
Board of Trade  
Indianapolis, Ind.

Designers and Constructors  
of the better class of grain  
elevators—concrete or wood.

### Siding and Roofing

Corrugated or Flat  
Galvanized or Painted  
Immediate Shipment from Stock

### Nails



Write—Wire—Phone



For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

### AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement of the amount of grain loaded into a car.

Fifty affidavits in duplicate are bound into a book, size 5½x8½ inches, printed on bond paper, with manilla duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

....., being duly sworn, on his oath, says that on the ..... day of ..... 192...., he, acting as agent for ..... at ..... in the State of ..... carefully and correctly weighed ..... draughts on ..... Hopper, ..... Automatic, ..... Wagon, ..... Track Scales amounting to ..... lbs. equal to ..... bushels of No. .... and loaded direct or thru bin to car No. .... Initial .... for shipment to Messrs. .... at ..... in the State of ..... and that said car was in ..... condition and properly sealed when delivered to the ..... Railroad; with space for notary public.

Order Form 7AW, weight ¼ lb.  
Price 75 cents.

**GRAIN DEALERS JOURNAL**  
309 So. LaSalle St. Chicago, Ill.

The Journal certainly covers all the ground well, and I do not think there is anything you could add to it.—H. Brock-Jones, prop., The Humrick Elevators Co., Humrick (Ridge Farm p. o.), Ill.



### Efficient Grain Handling

Can be accomplished only with an elevator designed and built for that purpose. This is characteristic of our elevators.

**THE MONOLITH BUILDERS, INC.**

590 Mutual Building

Kansas City, Mo.

### FEDERAL ENGINEERING CO.

Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

### MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF

### GRAIN ELEVATORS

San Francisco Chicago New York Toronto

### CRAMER BUILT

is the mark designating the best in Grain Elevator Construction at normal prices

**W. H. Cramer Construction Co.**  
NORTH PLATTE, NEBR.

Plans and Specifications Furnished

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

H. P. Roberts

L. D. Rosenbauer

### Southwestern Engineering Company

Designers and Builders of

### MODERN MILLS and ELEVATORS

Flour Mill and Elevator Machinery  
SPRINGFIELD, MO.

### HORNER & WYATT

Designers of

Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.

306 McMillen Bldg., Kansas City, Mo

C. T. STEVENS

C. E. ROOP

C. B. FARUTIO

### Stevens Engineering & Construction Co., Incorporated

Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS

GRAND-LACLEDE BUILDING

ST. LOUIS, MISSOURI

### Duplicating Wagon Load Receiving Book

Hauler	Cross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

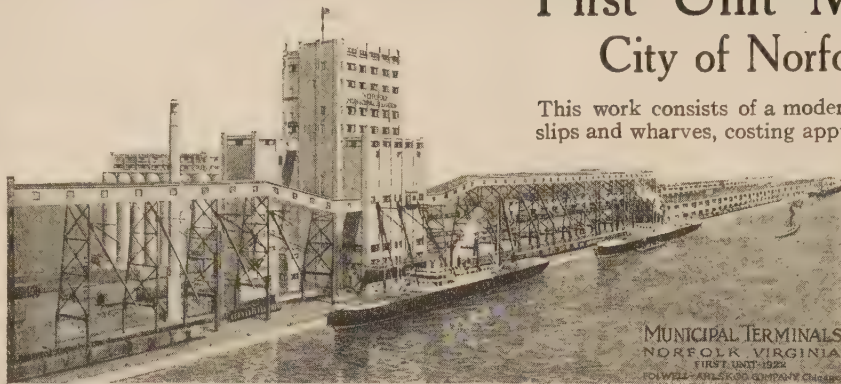
Order Form 66. Price \$3.00. Weight. 4 lbs.

**Grain Dealers Journal**

309 So. La Salle St. Chicago, Ill.



## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**  
Engineers and Constructors  
Chicago, Illinois, U. S. A.

## The Most Modern Elevator in the World

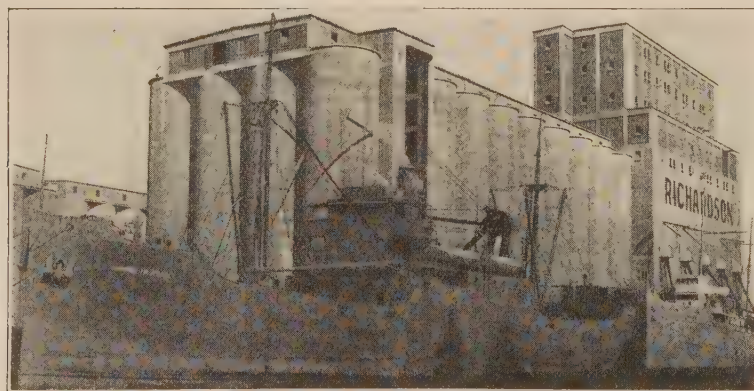


This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you.  
Why not now?*

**James Stewart & Co., Inc.**  
Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World  
Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



## One of a Group of Elevators

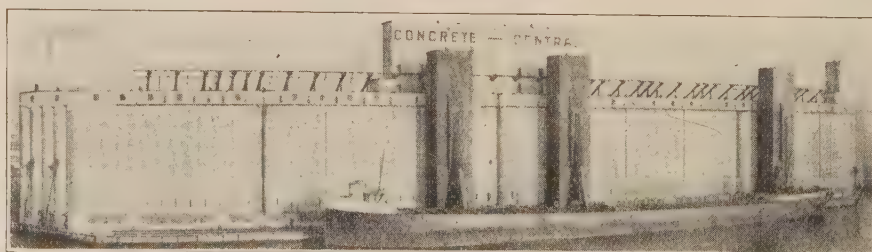
Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

### THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn. Minneapolis, Minn.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



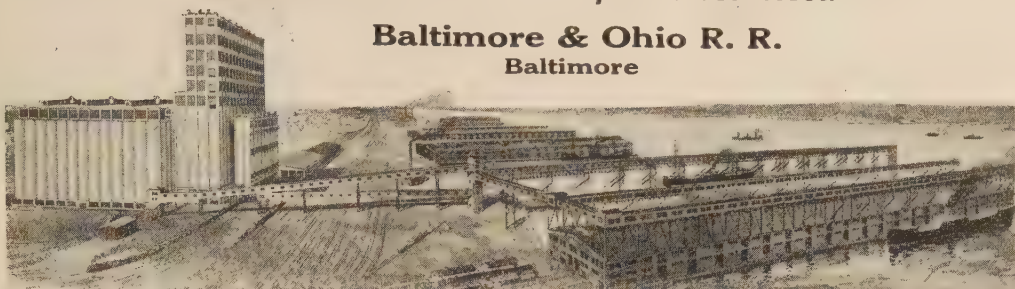
Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.



*"A 1923 model that speaks for itself"*

**Baltimore & Ohio R. R.**  
Baltimore



**John S. Metcalf Co.**  
Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street

Montreal, Que.

also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

Vancouver, B. C.

London,  
England



**Western Terminal Elevator**  
Ft. William, Ont.  
Now Under Construction

**Fegles Construction Co., Ltd.**  
Ft. William, Ont. Minneapolis, Minn.  
Engineers and Constructors

## Receiving and Shipping Set of Grain Books

**Grain Scale Book** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.50. Weight, 6 lbs.

**Grain Shipping Ledger.** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.00 Weight, 5 lbs.

**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.

## Eliminate Weevil

with

**Liquefied Hydrocyanic Acid**

Developed for the elimination of Moth and Weevil in mills, elevators and grain in storage.

Endorsed by  
The Mutual Fire Prevention Bureau

**A. R. Young Material Co.**

1710 Grand Avenue

KANSAS CITY, MO.

## Coal Sales Book

For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

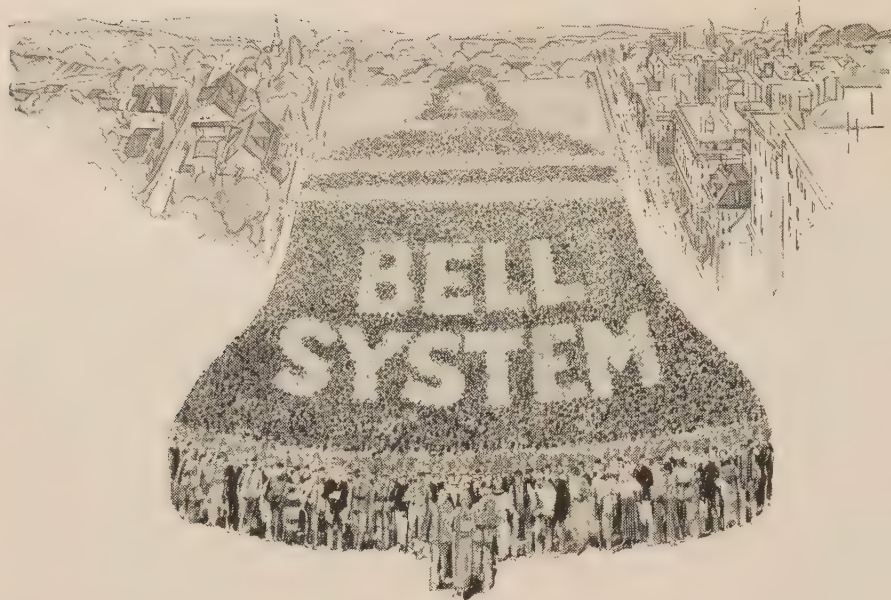
This book is  $8\frac{1}{2} \times 14$  inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price \$3.00.

**Grain Dealers Journal**

309 So. La Salle St., Chicago, Ill.





## Giving the Telephone Life

Wherever your thought goes your voice may go. You can talk across the continent as if face to face. Your telephone is the latch to open for you any door in the land.

There is the web of wires. The many switchboards. The maze of apparatus. The millions of telephones. All are parts of a country-wide mechanism for far-speaking. The equipment has cost over 2 billion dollars, but more than equipment is needed.

There must be the guardians of the wires to keep them vital with speech-carrying electrical currents. There must be those who watch the myriads of tiny switchboard lights and answer your commands. There must be technicians of every sort to construct, repair and operate.

A quarter of a million men and women are united to give nation-wide telephone service. With their brains and hands they make the Bell System live.



### "BELL SYSTEM"

AMERICAN TELEPHONE AND TELEGRAPH COMPANY  
AND ASSOCIATED COMPANIES

*One Policy, One System, Universal Service  
and all directed toward Better Service*

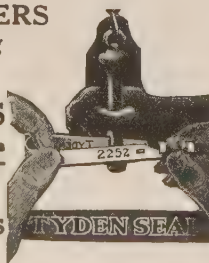
**10,000 SHIPPERS**  
Are now using

**TYDEN  
CAR SEALS**

Bearing shipper's  
name and consecu-  
tive numbers.

Prevent  
**CLAIM LOSSES**  
Write for samples  
and prices

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



**CONE-SHAPE  
GRINDERS**

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Please to express my appreciation of the long-lasting, trouble-proof B. washer. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W. Watt, Jacobusburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

**M. P. BOWSHER CO., SOUTH BEND, IND.**

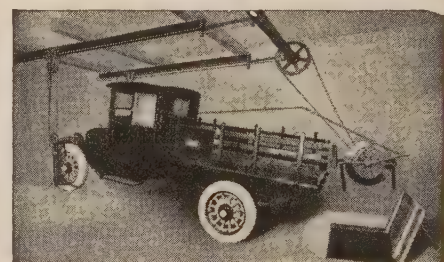


A  
cyclone  
in the  
true sense  
of the word  
has force of  
air without any back draft.

## The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

**The Knickerbocker Co.**  
**Jackson, Mich.**



## The McMillin Wagon and Truck Dump

Requires very small amount of power.

Simple to operate.  
Can be operated by hand.  
Few, if any, changes required in driveway for installing.  
Smooth running.  
All parts in plain view at all times.

Dumps shortest wagons and longest trucks into the same dump door.

Small additional cost and you can dump into any number of dump doors regardless of their distance apart.

Can raise to any angle stopping at any point desired.

No extra weight lifted when dumping.

For further information  
Address

**L. J. McMILLIN**

525 Board of Trade Building  
Indianapolis, Ind.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**IOWA**—Elevator, coal and lumber business for sale located at Conrad, Iowa. Address Conrad Farmers Grain Co., Conrad, Ia.

**WISCONSIN**—Up-to-date grain elevator and flour and feed house for sale or rent. Write Emil Hauterbrook, 1272 Walnut Street, Green Bay, Wisconsin.

**STOP!** If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

**SOME DESIRABLE** grain elevators, COAL and LUMBER yards for sale. Located at various points in Illinois, Iowa and Wisconsin.

Present owners desire to discontinue that branch of business. If interested address 52A16 Grain Dealers Journal, Chicago, Ill.

**IOWA**—32,000 bushel elevator for sale; located on C. M. & St. P. in town of 2,000 population. Business established 25 years. Reason for selling wish to retire from business. For further information address 52A5 Grain Dealers Journal, Chicago, Illinois.

**ILLINOIS**—Elevator with grist mill for sale, doing good business in town of 2,000; good schools and churches. No competition, good reason for selling. Address 411 Darcy Building, Joliet, Illinois.

**NORTHWEST OHIO** elevator for sale. Galvanized iron siding; in corn belt. Large crop to handle. No competition. Good schools and churches. A money maker. Address 51W27, Grain Dealers Journal, Chicago, Illinois.

**NORTHWEST NEBRASKA**—8,000 bushel elevator and coal business for sale, in town of 800 population. Good schools, light and water. Coal bins will store 300 tons. Located on C. & N. W. railroad. Address 52A20, Grain Dealers Journal, Chicago, Ill.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

**MISSOURI** Grain elevator for sale "without cash" priced at low figure "to sell." Will take Western Kansas farming land or Rio Grande Valley irrigated fruit land as first payment, balance long time. Elevator is cribbed in best of condition on deeded ground; capacity 16 cars, best grain section; no competition. Coal, feed and lumber can be added. Located on main line railroad out of Kansas City. Address H. C. Howard, Martin City, Mo.

**TRANSFER AND STORAGE ELEVATOR** and Tanks for sale. 400,000 bushels capacity.

Located at a desirable point on the Mississippi River, in fine corn and oats section where good grain merchandising business can be developed.

Equipped with necessary machinery for shelling corn, cleaning and conditioning grain.

Shipments can move on a transit basis to eastern and southern markets and to interior points in Illinois and Wisconsin.

The Main Plant is so located that grain can be loaded into boats as well as into cars.

If interested address 52A17 Grain Dealers Journal, Chicago, Illinois

## ELEVATORS FOR SALE.

**CENTRAL INDIANA**—Two good grain elevators for sale. Good business in flour, feed, coal, etc., as side lines. Address W. H. Aiman, Receiver, Pendleton, Indiana.

**NORTHERN ILLINOIS**—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

**NORTHEAST KANSAS** elevator for sale. Handles 100 cars; good feed business. Town of 4,000 population. This is only elevator in town. For cash or its equivalent only. Address A. F. Roberts, Sabetha, Kansas.

**CENTRAL ILLINOIS**—A 16,000 bushel capacity elevator for sale; electric equipment, on private ground. Price right for quick sale. Possession immediately. Can make terms. Address 51W15, Grain Dealers Journal, Chicago, Ill.

**OHIO** elevator and coal business for sale in town of 2,000 population. Doing good business. Owner wants to retire. A bargain if taken at once. Address 52A2 Grain Dealers Journal, Chicago, Illinois.

**CENTRAL ILLINOIS** Elevator for sale, about 20,000 bushel capacity, in excellent condition. Handles about 150,000 bushels grain annually, also side lines. Price \$8,500. Address 51Y16, Grain Dealers Journal, Chicago, Ill.

**INDIANA** elevator for sale, 15,000 bushel capacity; handle 50 cars coal and up to 1200 barrels flour per year; also good feed and seed business; located in good town on State road No. 1 and N. Y. C. & St. L. R. R. Address 51Z18, Grain Dealers Journal, Chicago.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**OHIO**—Elevator, feed rooms and large cribs for sale; on private grounds on switch from Big 4 and Pennsylvania lines; 15,000 bushels capacity, splendid grain country. Good machinery in running order. Price and terms to sell. Address 51V19 Grain Dealers Journal, Chicago, Illinois.

**ILLINOIS**—Two grain elevators for sale on traction line, with 20 acres and two modern 5 and 6 room houses, located in McLean County on Traction line. Owner made plenty money, wants to retire. \$5,000 down, \$5,000 a year, 5% interest until paid for. Address W. E. Walker, Bloomington, Ill.

**OHIO** elevator for sale. Only elevator in town; located on Pennsylvania R. R., private ground and spur; electric power. New cement coal bins hold 400 tons; handle 90 cars coal annually, also good feed trade. Must sell to settle estate. Price \$20,000. Address 51Z8, Grain Dealers Journal, Chicago, Ill.

**OHIO GRAIN AND COAL** Elevator for sale. 15,000 bus. grain elevator and 500 ton coal elevator for sale. Located in one of the best communities of N. W. Ohio on two good railroads. A good well-established paying business that handles about 200 cars of grain, hay and coal annually. Requires about \$25,000 capital. Fine opportunity for right party. Address 51X17, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE

**KANSAS**—Two good elevators at reasonable prices, located at Protection and Wilmore. Reason for selling ranching business. Address W. R. Johnston, Coldwater, Kansas.

**YOU MAY BE MISSING SOMETHING.**  
**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**CENTRAL INDIANA**—A 12,000 bushel iron-clad grain elevator for sale; electric equipment, grinder; private ground, handles coal and feeds, doing good business, price right. Address A. M. Stephenson, Receiver, Sheridan, Ind.

**IOWA**—Modern transit elevator for sale, first-class condition, capacity 175,000. Operated for past 55 years by present owners, who now wish to retire from business. Address 51X2, Grain Dealers Journal, Chicago, Ill.

**TWO ILLINOIS** elevators for sale. 105,000 bus. capacity. Handles 300,000 bus. annually. Good small town; one competitor.

**NORTHERN ILLINOIS** elevator for sale, just overhauled; no competition, small town. Dairy country. Large grinding business.

JAMES M. MAGUIRE,  
6440 Minerva Ave., Chicago, Ill.

## ELEVATORS WANTED.

**WANTED**—To buy or lease good elevator with side lines; would consider one-half interest with right party; 12 years' experience. Address 51Z9, Grain Dealers Journal, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**BARGAIN IF TAKEN AT ONCE**—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATOR BROKERS.

**ALWAYS HAVE GRAIN ELEVATORS** for sale and would like to list a few more worth the money. Have buyers waiting.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,  
6440 Minerva Ave., Chicago, Ill.

## FUNNY EXPERIENCES.

### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.



## BUSINESS OPPORTUNITIES.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

**TEXAS**—Wholesale and retail flour, grain, feed and coal business in city of 7,000 located in lower Panhandle of Texas for sale, consisting of 50 barrel Anglo-American Flour Mill complete, now operating, three-pair-high roller meal and feed mill, 14,000 bushels iron clad elevator with ample warehouses, coal yard, brick office building and grounds (eight lots with 250 feet of best trackage in city.) All in first-class condition. Address Sewell Grain & Fuel Co., Vernon, Texas, owners.

## FLOUR MILL FOR SALE.

**100 BARREL** flour mill for sale, complete first-class condition. \$5,000 cash will handle; investigate this. Address Robert A. Wilson, Cashier, Farmers National Bank, Pleasant Hill, Missouri.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago.

**THE WANTED—FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## WOOL WANTED.

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 in lots of 500; \$2.75 per hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 308 So. La Salle St., Chicago, Ill.

**STOP! READ! THINK!** This advertiser writes—"Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

## ACCOUNTANTS

**J. A. CAMPBELL—PUBLIC ACCOUNTANT**  
Grain Business a Specialty.  
Write for dates. Sheldon, Iowa.

## HELP WANTED.

**WANTED**—Good elevator man to take charge of machinery. One who understands steam. Address A. P. Bump, Keensburg, Ill.

**BEAN** and grain elevator man wanted, having sufficient experience to properly operate all elevator machinery, to superintend and work with other men in elevator to get results. To the man who can qualify we will pay a satisfactory wage with the privilege of purchasing a reasonable financial interest. Address 51Z1, Grain Dealers Journal, Chicago, Ill.

## SITUATION WANTED.

**WANTED**—Position as manager of country or town elevator; 15 years experience, bond, references. Address Box 196, Dana, Indiana.

**WANT** position as manager or second man at grain elevator; 12 years experience. Address 52A23 Grain Dealers Journal, Chicago.

**POSITION** wanted as manager of farmers elevator in the corn belt; 12 years' experience handling corn, grain, lumber and livestock. Address 51Y13, Grain Dealers Journal, Chicago.

**WANT** responsible position with elevator or feed company. Experienced, successful, capable, educated man. Address 52A12 Grain Dealers Journal, Chicago, Ill.

**WANT** position as agent or manager for country elevator, either line company or farmers; experienced in both. Address 52A14 Grain Dealers Journal, Chicago, Illinois.

**POSITION** wanted by married man, 20 years experience in the grain business. Expert mechanic; can handle any part of the grain business. Address P. O. Box 75, Battle Ground, Ind.

**WHO CAN OFFER** proposition to man age 38, college education, accountant; 13 years grain and banking business. Prefer something with a future. All references. Address 52A10 Grain Dealers Journal, Chicago, Illinois.

**SITUATION** as solicitor wanted by a man of experience and wide acquaintance in Illinois, Iowa and South Dakota. Well posted; first-class references. Address 51U3 Grain Dealers Journal, Chicago, Illinois.

**POSITION** wanted as manager or agent for independent elevator or linehouse; 8 years experience handling grain and coal; 26 years old and married. References. Address 52A11 Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as manager of grain elevator or line of elevators handling grain, lumber and coal. 15 years experience with one of the largest grain firms in the state. Would take stock in same if proposition is satisfactory. Address 52A7 Grain Dealers Journal, Chicago, Illinois.

## MISCELLANEOUS.

**NAMES OF POOL MEMBERS WANTED.**  
Wanted, names and addresses of farmers sued by wheat pool for non-delivery of grain contracted. Address 51W23, Grain Dealers Journal, Chicago, Illinois.

## AGRICULTURAL GYPSUM

Start to Sell it!

Write today for information detailing its value in clover fields, in poultry houses, barns, and in the control of insects and potato scab.

**THE GYPSUM INDUSTRIES**  
Dept. 94 844 Rush St., Chicago, Ill.

## Dust Explosion in Starch Plant.

Another one of the explosions that are conferring an unenviable notoriety on grain handling plants occurred in the starch house of the Corn Products Refining Co. at Pekin, Ill., at 3:20 o'clock on the morning of Jan. 3.

Originally built 24 years ago as a beet sugar refinery, the plant was purchased 18 years ago by the Corn Products Co. and has since been enlarged several times, \$1,500,000 having been expended recently, the fire fighting equipment being of the best. Men were constantly sweeping out the dust, but there were no mechanical means for drawing it out of the workrooms.

The men in the plant at the time were the night shift, going on duty at 11 p. m., with a few members of the following shift going on duty at 4 a. m. Thirty-five or more men are said to have been killed. They were first burned and then frozen. The eyes of nearly all survivors were swollen shut and heavily puffed. Many of those who recover will never regain their sight. One hundred men worked all night to clear away the wreckage and put out the fire that followed the explosion. The known dead on Jan. 1 were 11, 24 men were unaccounted for and are believed to be dead in the ruins, while 24 others in hospitals are expected to recover. The men were badly burned. Many were naked, their clothing having been burned off or torn off by the blast. Five men imprisoned in box cars alongside the building for two hours finally were burned to death as the fire spread. The 8 cars were being unloaded, and were blown over by the blast and buried under tons of falling brick.

The explosions, of which there were two, one immediately following the other, occurred in the starch powder house, which was reduced to smoldering debris. Two nearby buildings were swept by fire. A concrete wall of a building 220 feet from the house where the explosion occurred, fell. Building No. 9, known as the table house, was shattered.

The starch powder house was of brick and concrete, with two wooden floors. It was used to put bulk starch into bags. It had an automatic sprinkler system and hand fire extinguishers. Signs were posted warning of fire danger, and the employees were required not to bring matches into the plant.

Office Manager Berry said that the plant was inspected by the state factory inspector six weeks ago and pronounced safe. The underwriters, the liability insurance company which had insured every employee for both life and accident, as well as the state authorities made frequent inspections, Berry said, and none had ever found fault.

None of the survivors was able to account for the explosion. The commonly accepted theory is that starch dust floating in the air became ignited in some way, causing the initial shock that jarred loose any accumulated dust, leading to the second explosion.

The Corn Products Co. is looking after the welfare of the victims and their families.



### SIDNEY AND ELEVATORS MAN LIFTS

are Money Makers

They will reduce your handling expense and speed up your work. Easily installed. For quotation give your requirements.

**SIDNEY ELEVATOR MFG. CO.**  
Sidney, Ohio

## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.





## MACHINES FOR SALE.

ONE portable No. 5 Sandwich Corn Shuck Sheller for sale; used less than one season. Price \$350.00 loaded on car. Tahlequah Mill & Elevator Co., Tahlequah, Okla.

ONE 9"x18" Allis-Chalmers Roller Feed Mill for sale. All necessary belting and cups for elevators. Priced right. Address Townsend Elevator, Presho, South Dakota.

ONE NO. 8 Hess Grain Drier for sale at a bargain; in first-class condition, ready to erect immediately. Address 51W29, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—Two No. 3 Ideal Test Grain Driers and Coolers in excellent condition. Capacity of each drier about 1500 to 1800 bushels of corn per day. Address I. C. Lyman, 500 Chamber of Commerce, Milwaukee, Wisconsin.

## HALL DISTRIBUTOR FOR SALE.

7" 12 duct. Net \$139.50.

Sells to trade for \$155 complete with dial board (2 pieces attached). One bundle of pipe. Brand new, never uncrated, f. o. b. Creston, Ia. Younglove Construction Co., Sioux City, Iowa.

SAVE YOUR MONEY. Write us for prices on new or used Separators—Oat Clippers—Corn Shellers and all kinds of Elevator Machinery, Elevator Buckets—Manila Rope—Fibre Clad Wire Power Shovel Ropes—Belting, etc.

Also new and used pulleys. Standard Mill Supply Co., Kansas City, Mo.

FOR SALE—Attrition Mills; 1—24" motor driven ball bearing; 1—18" ball bearing Dreadnaught; 10 plain bearing. Two 3 high and two 2 high feed rolls; Union Iron Works corn shellers, 3 other shellers; 10 large elevators; 10 small elevators; 5 Bowsher Mills; 1 Huhn Cereal Drier; Scales; Motors; Cleaners; Separators; Pulleys; Shafting; Hangers; Conveyors. Write us and save money. A. D. Hughes Co., Wayland, Michigan.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Sprout-Waldron & Co., Chicago, Ill.  
9 S. Clinton St.

## KENNEDY KRAFT PAPER AUTO STORAGE COVERS

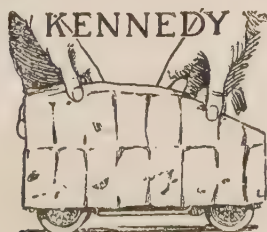
BEST PROTECTION to the finish of cars while in live or dead storage against dirt and dust damage.

Made from heavy Kraft paper in Standard Sizes to fit all models.

Write for further information.

The Kennedy Car Liner & Bag Co.  
Shelbyville, Indiana

Canadian Factory: Woodstock, Ontario



## ENGINES FOR SALE.

15 H.P. OTTO Gas Engine for sale. Runs like new. Bargain for quick sale. Address Box 175, Wetmore, Kansas.

REPLY REGARDING MY AD. I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## SCALES FOR SALE.

SECOND HAND SCALES for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

FOR SALE—One ½ bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## DYNAMOS—MOTORS.

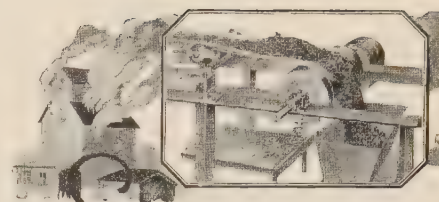
DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## MACHINES WANTED.

WANTED—Hammer type feed mill for 10 to 25 hp.; reasonably priced. Address M. J. Roth-er, Hastings, Minn.

## MARINE LEG WANTED

12,000 to 15,000 bushels per hour capacity. Furnish full description, location and price with reply. Address 5124, Grain Dealers Journal, Chicago, Ill.



Stop tramp iron before tramp iron stops you

TRAMP iron is the mill's or elevator's greatest menace. In the rolls or grinders, or in touching other metal, it causes sparks. One little spark may set off a disastrous dust explosion of fire.

Stop tramp iron! Install Dings Magnetic Separators As shown above, they remove iron before it can do damage. Not even the smallest piece escapes. Endorsed by the National Fire Protection Ass'n. 4000 Dings in use!

Get the free bulletin. It also tells how the Dings saves bolting cloth.

DINGS MAGNETIC SEPARATOR CO.  
642 Smith Street, Milwaukee

with

Dings 'High Intensity' Magnetic Separators

If you have a good thing

Tell the Grain Dealers—They'll do the rest—

Advertising is the quickest and best way—but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

## KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....



## GRAIN WANTED.

WANT to hear from parties having cull peas, cracked corn, corn meal, kafir and mill feeds. Send prices and samples. Brown Grain Co., Hayward, California.

## Helpful Books FOR Carlot Grain Handlers

**Clark's Decimal Wheat Values:** These tables are the same as described above, with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvass. Order Form 33X. Price \$2.00.

**Purchase & Sale Contracts** is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 100 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18, P&S. Price \$3.00.

**Clark's Decimal Grain Values:** Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL.  
309 So. LaSalle St., Chicago, Ill.

## HAY WANTED.

CHOICE and No. 1 Hay wanted. Quote best price, Forbes Mfg. Co., Hopkinsville, Ky.



## SEEDS FOR SALE—WANTED

FOR SALE—Illinois grown medium red, mammoth and alsike clover seed. Address J. W. Richards, Ferris, Illinois.

SUNFLOWER SEED for sale in car lots or less. Address Eberts Grain Company, Louisville, Kentucky.

WE have a limited amount of choice high grade clover seed free from buckhorn for your farmer retail trade. Let us have your orders promptly. Kinsey Bros., North Manchester, Ind.

FOR SALE—Immediate shipment Siberian, Common and Hog Millet seed, in car lots. Also all varieties cane seed. Prices and samples gladly furnished. M. M. Summers, Willard, Colo.

FOR SALE in carload lots either straight or mixed. Common, Siberian, hog and early fortune millet seed. Red and black amber cane, sudan grass. Write or wire for prices and samples. Reimer-Smith Grain Company, Holyoke, Colorado.

## Bargain Sale in Soiled and Shelf Worn Books.

One Railroad Claim Book containing 100 sets for loss of weight in transit and index. \$1.50 and postage. Order "Special 411-A."

Two Railroad Claim Books containing 100 sets of claim blanks for overcharge and index. \$1.50 each and postage. Order "Special 411-E."

Clark's Double Indexed Car Register—One copy of a quick index to records of all cars handled \$1.75 and postage. Order "Soiled 42."

One Scale Ticket Copying Book containing 150 pages of four tickets and four duplicates to the page. \$1.00 and postage. Order "Special 73."

Wagon Loads Received—One copy for recording details of weight and price of each wagon load of grain received. Space for 3,200 loads. \$1.00 and postage. Order "Soiled 381."

One Railroad Claim Book containing 60 sets of loss of weight in transit; loss of quality due to delay and loss of value due to delay in furnishing cars and overcharge. \$1.50 and postage. Order "Special 411-5."

One Universal Grain Code, shelf worn from being used as sample. Only slightly soiled. Leather bound, containing 13,745 code words as well as the latest supplement for U. S. Standards for wheat, corn and oats. Order "Bargain Universal." Price \$1.50.

One Double Indexed Car Register, used to advantage by receivers and carlot shippers. Through its use any car may be found instantly. The double pages are ruled vertically so as to provide a column for each digit. This form contains space for 12,000 cars. Order "No. 40, Special," price \$1.25.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago Ill.

## Field and Grass Seed Trade Directory

## ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

## BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants

## BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Johnson, Inc., J. Oliver, seeds, humus, etc.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds

## CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

## COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds  
Crawfordville Seed Co., seed merchants.

## INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds  
Louisville Seed Co., clover and grasses.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds  
Teweke Seed Co., L., seed merchant.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., field seeds.

## NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants  
I. L. Radwaner Seed Co., field seed merchants.

## ST. LOUIS, MO.

Agricultural Seed Co., cow peas.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

## TOLEDO, OHIO.

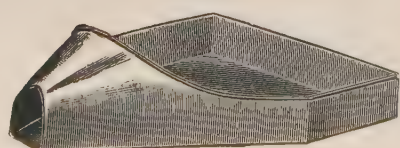
Crumbaugh-Kuehn Co., wholesale field seeds.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

**The Toledo Field Seed Co.**  
**Clover and Timothy Seed**  
Consignments solicited Send us your samples  
**TOLEDO, OHIO**

**LOUISVILLE SEED COMPANY**  
Incorporated  
Louisville, Ky.  
Headquarters for  
**RED TOP AND ORCHARD GRASS**  
BUYERS AND SELLERS  
OF ALL VARIETIES

**Put Your Name**  
where every progressive  
grain dealer will see it  
and keep it there.  
THAT IS IN THE  
**Grain Dealers Journal**  
OF CHICAGO

## GRAIN SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11", \$1.80.

Grain Size, 2½x12x16½", \$2.15.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.



# SEEDS FOR SALE—WANTED

## I. L. RADWANER SEED CO.

IMPORTERS  
Argentine Alfalfa—French Red Clover  
Bohemian White Clover—Russian Vetch  
ALL OTHER FIELD SEEDS  
New York, N. Y.



## CRAWFORDSVILLE SEED CO. FIELD SEEDS

CRAWFORDSVILLE, INDIANA

## SEEDS

Clovers, Timothy Grass  
Seeds—Seed Grains—  
Fodder Corn—Millets—  
Minnesota Grown Seed  
Corn.

Vegetable—Flower—Lawn Seeds

## NORTHRUP, KING & CO.

Minneapolis, Minn.

## Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

## HENRY HIRSCH

Wholesale Field Seeds  
Clover—Alsike—Timothy—Alfalfa  
Our Specialty  
All Other Field Seeds

Toledo - - Ohio

## MINNEAPOLIS SEED CO.

MINNEAPOLIS MINN.

We are Buyers and Sellers,--TIMOTHY-CLOVERS-MILLETS  
Grass Seeds and Seed Grains

Send samples for bids Ask for samples and prices

## COURTEEN

Seed Company

Weekly Price List on Request.  
Milwaukee, Wis.

## North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

## OUR WEEKLY REVIEW

Gives a brief summary of trading and latest  
news of the World's Largest Seed Market.

SOUTHWORTH & CO. TOLEDO, OHIO  
"Alive Since 1881"

ALFALFA  
TIMOTHY RED TOP  
Agricultural Seed Company  
Main & O'Fallon Sts. St. Louis, Mo

KELLOGG  
SEED COMPANY  
MILWAUKEE, WISCONSIN  
FIELD AND GRASS SEEDS

## GRASS AND CLOVER SEEDS

RECLEANED & REFINED

For Field, Lawn or Golf

## THE ALBERT DICKINSON CO.

Headquarters to the Trade

PROPRIETORS AND DISTRIBUTORS OF THE PINE TREE BRAND

CHICAGO

"THE MARKET PLACE"

## OUREN SEED CO.

Council Bluffs, Iowa  
Buy and Sell Red, White and Alsike  
Clovers, White and Yellow Blossom  
Sweet Clover, Alfalfa, Red Top, Blue  
Grass and all Seed Grains

## The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

## WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

## J. G. PEPPARD SEED COMPANY

Buyers **SEEDS** Sellers  
Correspondence Invited Kansas City, Mo.

## ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
Seeds, Sudan Grass, Soy Beans, Cow Peas  
First and Victor Streets St. Louis, Missouri

## The J. M. McCullough's Sons Co.

BUYERS—SELLERS  
Field and Garden Seeds  
Cincinnati - - - Ohio

## L. Teweles Seed Co.

MILWAUKEE, WIS.  
Grass and Field Seeds

## NUNGESSER-DICKINSON SEED CO.

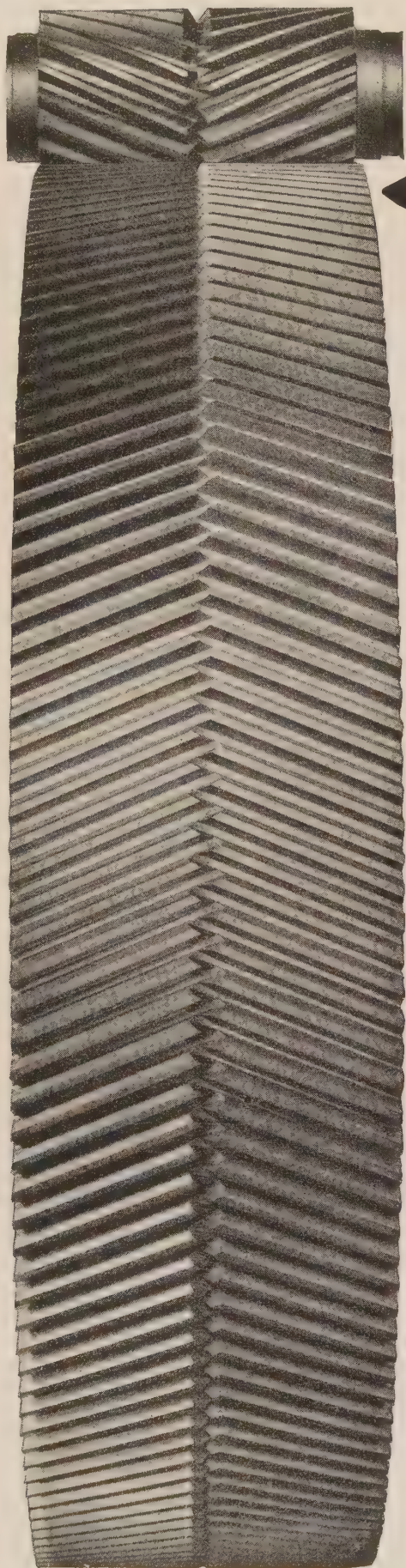
New York, N. Y.  
BUYERS AND SELLERS  
Clover and Grass Seeds

## J. OLIVER JOHNSON, Inc.

TURF SPECIALIST  
SEEDS—HUMUS—EQUIPMENT  
1805-17 MILWAUKEE AVE.  
CHICAGO

If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal





*Falk Herringbone Gears reduce fire hazard and personal injury risk in the operation of grain elevators.*

## Why

***Falk Herringbone Gears represent economy in performance:***

*Their even standards of quality have but one source—the Falk plant; steel blanks cast here, hobbing machines patented and built here, every process, from raw product to the finishing operation, a Falk process; Their design represents the highest degree of engineering skill, and their manufacture the most painstaking care.*

### REPRESENTATIVES:

W. O. Beyer, 1007 Park Bldg., Pittsburgh, Pa.

M. P. Fillingham, 50 Church St., New York City

Vulcan Iron Works, Wilkes-Barre, Pa.

Mine & Smelter Supply Co., Denver, Salt Lake and El Paso

General Machinery Co., Brown-Marx Bldg., Birmingham, Ala.

Engineering Equipment Co., Ltd.

358 Beaver Hall Square, Montreal, Quebec, Canada

FOREIGN REPRESENTATIVE: Gustav Melms, 3 Rue Taitbout, Paris

**THE FALK CORPORATION**  
MILWAUKEE - WISCONSIN

**F A L K**  
HERRINGBONE GEARS



## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 10, 1924

HAY DEALERS who object to the changes proposed by the Dept. of Agri. in the federal hay grades should attend the hearing at Washington January 22nd and also protest by letter.

POOLING tobacco in Wisconsin had the effect of increasing the acreage 10 per cent, the official report being that the increase was due to the prospect of better prices. It is in just this way that pools defeat themselves.

THE POOLING theory that it always pays to carry wheat already is given the lie by the course of prices on this crop, in Canada. Cash No. 1 northern wheat sold in September at Fort William at \$1.06¾. Now it is 10 cents lower.

BUYERS WHO are dissatisfied with shipment of grain delivered on a contract have no right to unload shipment without consent of the shipper as is pointed out by an arbitration decision published in this number. The buyer by unloading without objection to shipper accepts the grain. After it is in his elevator he has no right to complain, it is too late.

DISCLAIMERS of warranty of seeds must be brought to the attention of buyers before the order is closed. Failure to do so cost one Texas seedsman several thousand dollars, the court, in a decision published elsewhere in this number, holding that the printing of the disclaimer on the shipping tags and in the catalogs was too late to modify a contract already made.

WATER IN PITS and basements is making so much trouble for elevator operators we would appreciate it very much if elevator owners who have obtained complete relief from this trouble would tell how they have secured it.

GIVING A GENERAL release on railroad claims is a very bad practice and one which is sure to bring regret to grain shippers. The railroad claim department asking for such release knows full well that the railroad will profit largely by getting the release, or its agents would not waste time in seeking it.

MARKET FORECASTERS who seek to sell their prognostications as to future markets do not have much faith in their own ability, else they would act on their own convictions instead of selling advice to others. If any of them really believed in their forecasts they would act on their own advice. Catching suckers seems to be more profitable.

TAXES ON FUTURE and cash grain sales and tax on telegraph and telephone messages were recently protested against by the Milwaukee Chamber of Commerce to the House Ways and Means Committee. If all business organizations and business firms will protest to the committee as well as to their representatives in Congress, and persist in protesting, early relief will be secured. If you want the taxes continued and your cost of doing business kept high, keep mum. Don't say a word.

A DISASTROUS EXPLOSION of corn starch dust in the Corn Products plant at Pekin, Ill., causing the death of thirty-five workmen and seriously injuring as many more, will serve to remind us that grain dust, especially when dried, is highly explosive and it should be removed as early as possible in order to minimize this dangerous hazard. If you can not easily afford to rebuild your plant and pay for all the damage done by a dust explosion, take the precaution to remove the dust and the dangerous hazard with it.

THE EQUITY CO-OPERATIVE Exchange of St. Paul, which it will be remembered passed into the hands of receivers about a year ago, has received the approval and endorsement of that meddlesome bunch of bureaucrats known as the Federal Trade Commission. The Equity Exchange at no time had the interest of the producers at heart and never hesitated to add materially to the cost of marketing the products if the transaction gave any promise whatever of profiting the exchange or its promoters. It is doubtful if the exchange ever sold one car load of farmer's grain so as to net the producer or country shipper what he would have obtained had it been marketed through any of the members of the Minneapolis Chamber of Commerce. Nearly every car load handled by the Equity where the returns were made public, showed a reduced price and an increased marketing cost to the shipper. Yet this Federal aggregation of bias and false reasoning which has long claimed to have a monopoly of trade knowledge, condemns the Chamber of Commerce and praises the Equity, which did many things against the interest of the grain producers of the Northwest, but nothing of advantage.

THE AMOUNT OF GRAIN handled recently by the U. S. Grain Growers, Inc., if you depend upon the country newspapers for your information, is startling. In fact some of the claims exceed the total receipts. The gullibility of the country editor combined with the sophistication of the pool promoters makes for the circulation of a startling assortment of prevarications.

SPECIOUS ARGUMENT that the McCaull-Dinsmore decision does not prescribe damages on destination value is finding its way into print, being fathered by a Texas railroad official. His statements carry the false impression that damages are to be based on value at point of origin. Shippers are cautioned to hold out for their legal rights. They are entitled to value at the time and place the shipment should have been delivered.

THE TERMS OF A WRITTEN contract must always be the controlling factors in every trade as is clearly pointed out by the Supreme Court of Arkansas in a decision published in this number. The statement in a contract making sale subject to "Kansas City grades and weights" does not mean or permit the consideration of "Little Rock grades or weights." In other words the contract means exactly what it says and both parties thereto must abide by its conditions.

POOLS lose money for farmers in the excessive cost of marketing or the lower prices accepted, according to all the statistics available. Still more definite information on this point could be compiled if the 47 private elevators that have agreed to handle wheat for the Alberta pool would keep a record of the price they themselves were paying on the days pooled wheat was delivered, so that later the individual farmers could know positively how much they lost thru pooling. Irrespective of what other elevator men handling for the pool may do each operator could for himself keep such a record, and by adding the total pool marketings at his own elevator and taking the price obtained by the pool he would have a basis that even the pool advocates would be forced to admit was fair. Of course, some farmers would have a heavy loss by delivering wheat to the pool on days that market was at the top.

POOLING WHEAT is being shown up to the great disadvantage of the greedy pool promoters by so many different agencies about the land the sharpers must soon abandon this last scheme for hooking the farmers. The exposition of the impracticability of the plan of the American Wheat Growers Ass'n. is clearly elucidated by the executive committee of the Portland Merchants Exchange elsewhere in this number. The persistent and voluble arguments of the paid agitators have won many farmers to this scheme, but the clear thinkers who have had any experience with the promotional schemes of the lightning rod salesmen naturally accept all their statements with considerable misgivings, and those who take the trouble to investigate will have nothing to do with them. Grain dealers who have the interest of their farmer patrons at heart will take advantage of every opportunity to enlighten them as to the selfish purposes of this latest gang of grafters.



THE NEW YEAR dawns rich with promise to real men who do not hesitate to fight for their rights as American citizens. While it is well to pause and review the past, it is also well to exercise a subtle introspection of our own convictions, ambitions and hopes. To gaze dreamily into the crystal of the future is always a pleasant task, but the successful business man who is determined to survive the political regulations and interferences with his business needs to put on his fighting clothes and stand up for what he thinks and knows to be fair and right.

SOUTHEASTERN buyers of sacked feed can not be held to their contracts under a recent decision by the Court of Appeals of Georgia holding that the contract is void when it provides for the shipment into the state of sacked feed containing other than the even weights prescribed by the statute. As there is no fraud involved between the parties to such a contract this decision seems to go too far in the direction of restricting the right to contract; but so long as this is the law shippers of feedstuffs into Georgia will have to govern themselves accordingly.

WHEAT POOLS which have reported up to the present, show they have been able to double and triple the farmers previous cost for marketing his grain. This of itself should be enough to check the operations of these marketing fakers, but the devious arguments of the paid solicitor continue to land the suckers. One thing is certain, no farmer will ever sign for a second five year period of enslavement. By that time they will have discovered that they are working for the pool promoter instead of having the pool managers working for them.

THE LIGHT MARKETING of grain as the crop year passes, convinces experienced grain handlers that once again the Bureau of Crop Estimates is guilty of overestimating the volume of the 1923 crop, and the farmers grains were to that extent depressed in value. The tendency of all crop report gatherers is to brag about our enormous production. All excessive estimates are detrimental to the producers. Late reports from both Iowa and Illinois, our leading corn states, are most discouraging as to the volume of corn moving and to be moved. Both shellers and handlers complain of quality and quantity.

GRAIN DEALERS WHO will take the trouble to peruse the arbitration and supreme court decisions published in each number of the Journal should gain a comprehensive understanding of the underlying principles of law and justice. Careful dealers always enter into new contracts with cautious consideration, not only for the protection of their own rights but to prevent disagreeable misunderstandings with others. Differences and disputes, even though they do not get into the courts are never profitable. No honorable dealer desires to profit from the blunders of the men with whom he is trading. A careful study of these decisions, all of which reflect careless methods and practices on the part of others, should give every fair minded dealer a clear understanding of his own rights as well as a more kindly consideration for the rights of others.

NO LIVE, PROGRESSIVE grain dealer would think of attempting to sail the ocean without a compass to tell him something about the direction in which he was sailing, but sad to relate there are many grain dealers attempting to conduct a country elevator business without accurate records to keep them posted regarding the results obtained from different transactions. The grain dealer without an accurate accounting system is surely floating, drifting. He has no port in view and seems satisfied if he keeps afloat. Install a simple set of books which will provide a complete record of all transactions, then watch the results.

GRAIN RECEIVERS everywhere will be particularly delighted with the decision of the Supreme Court of Oklahoma holding the bank, at point of origin, liable for forged bill of lading attached to a draft on a Fort Worth receiver. The new federal bill of lading act passed by Congress in 1916 provides that a person who negotiates or transfers for value a bill by endorsement or delivery, unless a contrary intention appears, warrants that it is a genuine bill and that he has the right to transfer it. The decision will cause all banks accepting S/O Bs/L to investigate if they have any doubt regarding the authenticity of the bill before forwarding it to another.

THE RADICALS in both houses of Congress seem determined to handicap all lines of business and wreck the railroads if possible, not because they think transportation is necessary to the prosperity of the country, but these pinheads find real pleasure in giving evidence of their power and influence. They know that their radical proposals are doing far more harm than good that could ever accrue to any one through the enactment of their proposed laws, yet for the purpose of keeping in the limelight these radical proposals prove to be the most effective form of advertising. If the sane citizens back home would call their representatives to one side and ask for an explanation of their true purpose, most of the radical legislation would be withdrawn or amended by more practical provisions. The newspapers make so much of all the wild eyed resolutions proposed that the law makers rushed forward with the conviction that the constituents back home want that kind of meddling.

FARMERS IN some sections and especially in sections where they bought hundreds of millions of blue sky and 600 per acre land, continue to complain of the high prices prevailing for the goods which they buy. Certainly they do not have to buy very much in the town markets if they do not choose to do so. Comparatively few farmers pay taxes to the federal government, while every manufacturer pays many kinds of war taxes. The manufacturer's high taxes, high wages, high cost of transportation on raw and manufactured products, high rentals, taxes on his telegrams and many other things necessary to the conduct of his business must be added to the increased cost of producing his products before expecting any profit. If he is to continue in business he must pass on to the consumer all of his increased taxes and increased costs of doing business. The farmers pay none of the burdensome taxes levied on business except when they purchase the products of business.

## Is Business a Crime?

Congress has so many impractical, loud mouthed, wild-eyed dreamers aspiring for public attention, the wonder is business is not threatened with more radical legislation than is actually introduced. Few of the bills providing rigorous regulation for business gain the attention of the daily press. No doubt most of these impractical bills will be pigeon-holed or killed in committee, but their introduction serves to chill industry and to check enterprise. Time was not so very long since all governmental agencies strove earnestly to do everything in their power to encourage and foster business enterprises of all kinds, because it was generally recognized that the promotion of business enterprises contributed largely to employment and general prosperity.

The average congressman of today hopes to gain votes by condemning and handicapping enterprise and wealth in whatever form it may present itself. Many of our lawmakers look upon the accumulated earnings of industry, thrift and enterprise as convincing proof of crime and corruption and they do not hesitate to draft bills taxing or regulating all its activities to the point of strangulation.

First Congress provided burdensome taxes for all future trades; taxes on telegrams and telephone messages; taxes on freight and passenger fares and then added the discouraging regulations of the Capper-Tincher law in hope of checking all speculative trades in grain. It is but natural that a man who paid \$32,000 in taxes on speculative trades last year and submitted to the bureaucrats petty regulations should withdraw from the trading pits and refuse to continue in a business supervised by the government and disclosed to the public. Now that the wiseacres at Washington have driven many of the buyers of the farmers wheat out of the market, they adopt a resolution to conduct an investigation to determine if possible *why* the price of wheat has declined.

No doubt the short-sighted individuals who have been striving to kill off the speculative trade will next seek to have a law enacted making it a capital offence for any one to consume or trade in wheat, and follow up their narrow action by adopting other resolutions to investigate *why* under such conditions the farmers should discontinue the production of wheat.

The shameful wickedness, crookedness and depravity existing in all lines of business as these law-makers see it, prompts them to select a new halo each season and to bring forward new laws for the extermination and regulation of industry back home, where all successful men are inherently base and vile.

Some day we may elect men to Congress with broad enough vision of life to understand that it is not the proper performance of government to attempt to regulate either the personal conduct of the individual, the corporation or industry. The original intent and the underlying principle of government is simply to protect the individual in his enjoyment of life, liberty and property without interference or infringement by others. In other words, the purpose is to induce all to conduct their own affairs with a kindly, gen-



erous consideration and respect for their fellows. Much of the legislation now proposed is directed against class or for class and is contrary to the moving spirit of all government except autocracies. When business men are again given the same consideration given to other citizens, industry, thrift and enterprise will again appear in their former activity and all will prosper equally.

## The Advantage of Producing Fewer Varieties.

Simplicity and uniformity in varieties of products as well as a marked reduction in the number of varieties has gained the enthusiastic endorsement of the Chamber of Commerce of the U. S. for several years, with the result that manufacturers have attempted to standardize and simplify their products, the ultimate purpose being to reduce the cost of production as well as the cost of marketing. The Chamber has induced clock manufacturers to reduce the varieties produced from 600 to 80; fine papers have been reduced from 377 to 56; saws have been reduced from 660 to 203; and bottles from 210 to 20.

Along the same line of simplification and standardization the various agricultural agencies working for improved agricultural methods and increased returns could profitably apply themselves to the discontinuance of the production of many varieties of grain. The country elevator man never has had a sufficient number of bins to separately classify all of the kinds and grades of grain offered him for marketing, so that if fewer pure varieties were produced on the farms of any locality, the grain elevator operator could more accurately classify all the grain received and ship car loads of pure varieties with better financial returns to himself and to the producer. Bulk head shipments would not be so numerous and every elevator could utilize a larger percentage of its bin capacity.

In the past every country elevator man has been compelled to mix some undesirable grades or varieties of grain with good merchantable grain because he had no bins empty. The result naturally following the loading out of that mixed grain was a lower net return to him from the good grain than he would have obtained had he been able to load the car entirely with grain of the best variety. It should be an easy matter for every country elevator operator to make this point clear to his farmer patrons, not only for their advantage but for his own.

## Bank Liable for Forged B/L.

Hitherto it always has been understood that the receiver of grain paying the draft on a forged B/L had to stand the loss; but the Act of Congress of Aug. 29, 1916, has changed all this. The Supreme Court of Oklahoma in a suit brought by the Fort Worth Elevator Co. of Fort Worth, Tex., against the State Guaranty Bank of Blackwell, decided in favor of the elevator company which had taken up and paid a draft with forged B/L. The decision by Commissioner Maxey is good law, and is of such importance that it is given herewith in full and verbatim:

The parties appear in this court as they did in the court below, and will be referred to as plaintiff and defendant. This is a suit by the plaintiff against the defendant for the payment of an amount paid on a draft with B/L attached for \$2,440 drawn by H. L. Tankersley and deposited in the bank of defendant at Blackwell, Okl., who sent it thru its usual course to the plaintiff at Fort Worth, Tex., who paid the draft.

The B/L attached to the draft proved to be a forgery. It was on the regular form of Bs/L issued by the Atchison, Topeka & Santa Fé Railway Co. at Hunnewell, Kan., and purported to be a carload of wheat shipped to Galveston, Tex. As before stated, the draft with the B/L was deposited in the State Guaranty Bank at Blackwell, Okl., being the bank of the defendant, and Tankersley was given credit for same on his account. This draft was dated January 26, 1917, and something like 30 days, earlier or, to be exact, on December 30, 1916, Tankersley had drawn another draft with B/L attached, which was identical with the draft and B/L involved in this case, except date and amount. That draft was proved to be a forgery, and a suit involving that draft was instituted in Texas, and reached the Civil Court of Appeals, and was decided by that court in May, 1919, and reported in 214 S. W. 656.

The court in that case held the bank not liable. It is insisted that that case is not a precedent for the case at bar, for the reason that the Act of Congress approved August 29, 1916 (U. S. Comp. St. § 8604aaa et seq.), relating to Bs/L in interstate and foreign commerce, by the last section of this act (U. S. Comp. St. § 8604w), which is as follows: That "this act shall take effect and be in force on and after the 1st day of January next after its passage."

It will be seen that this act was not in force at the time of the draft with B/L attached was given on December 30, 1916, but was in force on the 26th day of January, 1917, when the draft and B/L involved in this case was dated. The applicable section (34) of the B/L, Act of Congress approved Aug. 29, 1916, is as follows:

"That a person who negotiates or transfers for value a bill by indorsement or delivery, unless a contrary intention appears, warrants (a) that the bill is genuine; (b) that he has a legal right to transfer it; (c) that he has knowledge of no fact which would impair the validity or worth of the bill; (d) that he has a right to transfer the title to the goods, and that the goods are merchantable or fit for a

particular purpose whenever such warranties would have been implied, if the contract of the parties had been to transfer without a bill the goods represented thereby."

This act was intended to protect interstate commerce, and we think it does, and when you apply the provisions of the section, above quoted, to this transaction, it will be seen that all of the reasoning of the case decided by the Civil Court of Appeals in Texas, supra, has no application to the transaction involved in this case. In that case it was governed largely by custom, and what banks and shippers understood the law to be, but in this case a person who negotiates or transfers for value a bill by indorsement or delivery, unless the contrary intention appears, warrants (1) that the B/L is genuine; (2) that he has a legal right to transfer it; (3) that he has knowledge of no fact which would impair the validity or worth of the B/L; (4) that he has a right to transfer the title to the goods, and that the goods are merchantable or fit for a particular purpose whenever such warranties would have been implied if the contract of the parties had been to transfer without a bill the goods represented thereby. This puts the indorser or transferer in quite a different position to what a transferer was in prior to the 1st day of January, 1917.

This act has been held constitutional in an opinion by Chief Justice White in the case of United States v. Ferger et al., 250 U. S. 199, 39 Sup. Ct. 445, 63 L. Ed. 936. Counsel for defendant in error has filed a strong brief, but has cited no case where the federal Bill of Lading Act was in force. The draft was for \$2,440, for which plaintiff asked judgment with 6 per cent interest from January 29, 1917, and for costs of suit. We think that under the terms imposed upon the defendant bank by the federal Bill of Lading Act, supra, that the bank is liable to the plaintiff for the amount sued for.

We therefore recommend that the case be reversed and remanded, with directions to the lower court to enter judgment for the plaintiff, Fort Worth Elevator Co., for the amount sued for and interest.—220 Pac. Rep. 340.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 17, 18.—Indiana Grain Dealers Ass'n at Board of Trade, Indianapolis, Ind.

Jan. 22, 23, 24. Iowa Farmers Grain Dealers Ass'n, Mason City, Ia.

Jan. 28-29. Wholesale Grass Seed Dealers Ass'n, at Chicago, Ill.

Feb. 5-6-7. Illinois Farmers Grain Dealers' Ass'n at Peoria, Ill.

Feb. 13-14. Missouri Grain Dealers Ass'n at St. Louis, Mo.

Sept. 22-23-24. Grain Dealers National Ass'n at Cincinnati, O.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

U. P. 23458 passed thru Sheyenne, N. D., Dec. 22 leaking rye at side. Leak stopped here.—Sheyenne Elevator Co.

THE MAN who wins is an average man, not built on any peculiar plan, not blest with any peculiar luck, just steady and earnest and full of pluck. When asked a question, he does not "guess"; he knows and answers "No or Yes." When set a task that the rest can't do, he buckles down till he's put it through. For the man who wins is the man who works, who neither labor or trouble shirks; who uses his hands, his head, his eyes—the man who wins is the man who tries.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Seller's Recourse against Buyer?

*Grain Dealers Journal:* On Nov. 3, 1922, I sold to A a car of No. 3 yellow shelled corn. A sold it to B. A had the car billed to his order, notify B. The car was loaded out Nov. 6 and arrived Nov. 12. On Nov. 23 B notified A and A notified me that car of corn had arrived hot and sprouting, refused. "Advise disposition."

Presuming that the car had just arrived I paid the draft and had A tell B to bill the car to the nearest drier for my account. I learned the car had lain in the yards in B's town 11 days. When it arrived at the drier it was inspected and contained only  $\frac{1}{2}$  of one per cent more moisture than No. 3. The railroad company informed me they notified B at 1 p. m. on same day car arrived, Nov. 12, but B did not surrender the B/L until Nov. 21 so that they could spot the car. The railroad company did not notify me or A of the arrival of the car and did not charge demurrage for the time the car stood on track.

I loaded 88,000 lbs. in a 100,000 capacity car, but was protected in the freight by notation on the B/L that 80,000 capacity car had been ordered. When B billed it to drier he neglected to have the notation on B/L and the railroad company charged me freight on 100,000 capacity car.

I made claim against the railroad company but it returned my papers, stating that notify party had been given due notice, and refused claim.

My loss on this car is \$532.75. Against whom should I start suit, A, B or the railroad company?—L. A. DeBolt, mgr. Rockford Grain Co., Rockford, O.

**Ans.:** Seller has no recourse against the railroad company, as there is no showing that the corn was unduly delayed in transit, or that, in fact, there was any deterioration during transportation.

Seller has no recourse against B, because seller was not a party to the contract with B. Seller has no recourse against A, because under the law A does not become involved until a car of the contract grade is tendered him; and under the law the buyer of an article is not required to look after the interests of a seller as a commission merchant does in all terminal markets.

If seller and A are members of state and national affiliated ass'ns seller has recourse against A by arbitration, and can recover his loss because A failed to live up to the rules of the Grain Dealers' National Ass'n.

Under the rules A becomes responsible to seller for any failure of B to carry out the regulations of the National Ass'n.

There does not seem to have been any regular inspection service at B's town in which case Rule 23 provides that seller shall be furnished with sworn certificate of grade, etc. B and A failed to do this.

Rule 26 provides that buyers on regular market terms shall notify sellers of any failure to grade so that they will receive such notice within 24 hours from the date of inspection. B failed to do this.

Rule 38 provides that when grain is sold condition guaranteed at destination, and destination is given in the original billing instructions, it shall be the duty of the buyer to ascertain by inspection or otherwise the condition or grade of the grain and report same to shipper so that he will receive such report or notice within 48 hours after the arrival of the grain at said destination. Buyer failed to do this; and, further, the Rule 38 provides that diversion to some point beyond the named destination operates as a waiver of the grade and buyer has to accept. The evidence does not show that seller knew B's destination in the first place.

Even at law seller might recover if he could show that A knew what the trade custom was as set out in the rules of the Grain Dealers'

National Ass'n; and even if not a member he could recover if he had printed or written on the contract that the trade was made subject to the rules of the Ass'n, as that would allow the seller to put the rule in the evidence before the court.

### Book on Transportation.

*Grain Dealers Journal:* Will the Journal kindly advise me of any works for the traffic man, covering milling in transit, rates, etc., on grain and grain products?—C. H. Hinds, Topeka, Kans.

**Ans.:** The Freight Traffic Red Book, published annually by the Traffic Publishing Co., 150 Lafayette St., N. Y., price \$6, is a practical reference book for those engaged in traffic work, an everyday guide for the shipper, and a condensed comprehensive text book for the student of freight transportation, containing nearly 600 pages of up-to-date information on all transportation questions. For current freight rates, however, on grain and grain products there is no reliable source of information other than the tariffs issued by the carriers.

### Must Natural Shrinkage Deduction Be Allowed?

*Grain Dealers Journal:* In entering claims for shortages in cars we have one railroad, the New York Central, which insists upon our allowing one-eighth of one per cent for natural shrinkage. The other railroads with which we do business do not ask this. Must we allow this deduction? We are under the impression that we saw something in the Grain Dealers Journal some time ago about this tariff.—Conneaut Grain & Feed Co., Conneaut, O.

**Ans.:** The railroad companies can take the allowance for natural shrinkage as provided in their tariffs; altho, as a matter of fact, grain does not always shrink in transit. The litigation inaugurated by shippers some years ago to put a stop to this practice has never been pushed to a conclusion. The efforts by the transportation committee of the Grain Dealers National Ass'n are only in the direction of a compromise by negotiation with the carriers, as stated by Henry L. Goemann on page 469 of the Journal for Oct. 10; and the tentative agreement obtained by him was given on page 108 of July 25 number.

Each road can suit itself about inserting the shrinkage deduction in its tariff; but, after inserted, all shippers of grain on that road must be treated alike, as to fail to take the deduction would be a discrimination in favor of some.

While there may be a little invisible loss in handling and transit it is nothing like  $\frac{1}{8}$  of one per cent; but to prove this to the satisfaction of the court would require more data than the average shipper has at his command.

### Who Bears Loss Due to Higher Rate?

*Grain Dealers Journal:* On Oct. 23 I sold by telephone to Cline & Robertson, Decatur, Ill., one 80,000 capacity car of corn to be shipped on basis 17½-cent rate to Indianapolis, Ind.

I have a 17½-cent rate to Indianapolis over the C. & E. I.; but they put on this contract "Big Four," and I signed it and sent it to them. Later they had me bill this car to Cincinnati instead of Indianapolis, which I did, and when they sent me account sales the rate was 22 cents to Cincinnati.

They charged me 4½ cents difference in rate, which amounted to \$37.13. Who should lose this amount?—S. E. C. Galster, Tower Hill, Ill.

**Ans.:** The contract was closed when the offer was accepted by phone; and any change made thereafter required the consent of the other party. As buyers mentioned "basis" 17½-cent rate to Indianapolis, they reserved the right to vary the destination provided it netted the seller, who was to pay the freight, the same price as stated in the contract. Seller's billing the car to a higher rate point at the request of the buyer, without buyer there and then stating that he expected the seller to bear the extra cost, did not give consent; as the seller had a right to presume buyer billed to Cincinnati for reasons of his own, one of which may have been that the corn was worth 5 cents more at Cincinnati.

No one should "lose" any amount by this transaction; but the buyer should pay the \$37.13 extra freight required to reach the higher market.

Freight rates that apparently ought to be the same are frequently slightly different due to routing or technicalities of transit and must be

watched. One grain dealer died poor at Peoria a few months ago after having spent a lifetime in the grain business and handled thousands of car loads, and one of the reasons was that he failed to keep the rate situation always in mind.

### What Depreciation Rate Is Allowed Seed Firms?

*Grain Dealers Journal:* The income tax bureau recently checked our records and now seek to lower the rate of depreciation we have used. The rate charged by us is, cob house, frame metal clad on railroad property, 10%, allowed by bureau 05%; elevator, frame metal clad on railroad property 10%, allowed by bureau, 05%; elevator machinery, 15%, allowed by bureau 06½%; office furniture and fixtures, 20%, allowed by bureau, 10%; kiln-drier, brick, on railroad property, allowed by bureau, 2%; kiln-drier, machinery, allowed by bureau 10%. If the bureau is successful in establishing the rate which they have set up we shall be forced to pay a substantial amount of back taxes. We are, therefore, anxious to obtain any data that we can, pertaining to the rate of depreciation allowed to others engaged in our line of business.—Council Bluffs Seed Co., Council Bluffs, Iowa.

### Limitation of Earnings of Carriers Valid.

The Supreme Court of the United States drove another nail into the coffin of private enterprise by its decision on Jan. 7 holding that the section of the Transportation Act dividing all earnings above 5¼ per cent equally between the federal government and the carriers was valid.

Chief Justice Taft said, "By investment in a business dedicated to the public service the owner must recognize that, as compared with investment in private business, he cannot expect either high or speculative dividends, but that his obligation limits him to only fair or reasonable profit. . . . If it receives a fair return on its property why should it make any difference that other and competing railroads in the same section are permitted to receive higher rates for a service which it costs them more to render and from which they receive no better net returns."

"The investment is made on the faith of a fair profit, the profit accrues from the balance left after deducting expenses from the product of the rates, and the assumption is that the operation is economical and the expenditures reasonably necessary."

"If the profit is fair, the sum of the rates is so. If the profit is excessive, the sum of the rates is so. One obvious way to make the sum of the rates reasonable, so far as the carrier is concerned, is to reduce its profits to what is fair."

In the foregoing the court ignores the great value of profit as an incentive to economical management. Without prospect of increased profit, all enterprise and initiative will be banished in the course of time from railway management, with the result that inefficient service will be rendered by incompetents, and transportation will cost more. In other words, we are to have all the disadvantages of government operation without government responsibility or guaranty of any sort to shippers, employees or investors in the transportation lines. Truly an ideal situation from the standpoint of the political muckrakers.

Referring to the contention of the railroads that the recapture of excess earnings is an appropriation of their property, in violation of their constitutional rights, Chief Justice Taft stated that under the transportation act the carrier is only a trustee for the excess over a fair return.

"Though in its possession," he said, "the excess never becomes its property, and it accepts custody of the product of all the rates with this understanding."

The National Ass'n of Owners of Railroad Securities joined in defending the clause. That the effect will be to aid weak roads at the expense of the better located lines evidently is the opinion of the street, judging from the big advance in the price of non-dividend paying shares after the publication of the decision.



# Why Concrete Elevators Fail

By C. M. COTTERSMITH, C. E.

*Illustrations Outside Front Cover.*

Every progressive grain elevator man nurses the fond ambition to become the possessor of a modern, up-to-the-minute grain elevator; one that will handle grain so rapidly that there will be no excuse for congestion either at his receiving or shipping door, and one that has ample storage room to accommodate his growing business.

The destructive antics of the fire fiend naturally forces every far-sighted grain merchant to wish to have his grain protected by a fire-proof storehouse. It is this desire for modern rapid handling facilities that has led many grain dealers to contract for a reinforced concrete elevator of modern design. The majority of the grain dealers who have let contracts for a reinforced concrete elevator have obtained a satisfactory plant, but a number of others in their efforts to get a cheap house and at the same time to get a fire-proof concrete elevator have jewed down the contractor on his price until he was forced to skimp on the structure in order to save his own pocket book. Competitive bidding on a contract covered by complete working plans and specifications will not prevent the grain merchants obtaining exactly what is wanted, but it may often result in his getting a house much inferior to that which would have been obtained, had he had the house designed and built by a competent engineer under supervision.

The complete collapse of two reinforced concrete tanks at Condon, Oregon, which fell in a heap September 19th, 1921, is thought by some to have been caused by the lack of sufficient cement to bind the stone, sand and reinforcing together. Two views of this wreck are illustrated herewith. Engineers who have had experience in building with concrete on the Pacific coast report having experienced much difficulty where concrete was poured during extremely hot weather, resulting in the concrete drying out before it had an opportunity to set. Alkali and dirt have always caused trouble for the concrete mixer and no doubt they always will. Experienced engineers know this and take the precaution to get a chemical analysis of all materials in advance.

Some structures have failed because the foundation was not properly installed; others because the proper amount of reinforcing was not provided or else it was not properly placed and anchored. Most of the concrete failures which resulted disastrously for the owners have been the result of workmen on the job stubbornly ignoring instructions and going contrary to plans and specifications. A few concrete workers seem to get careless and some others attain a smug complacency through lack of rigid supervision, so they build the structure not according to plans and specifications, but according to their own whims and prejudices. The disastrous results are invariably more than discouraging to the elevator owner.

Report has it that the construction of the two tanks at Condon which failed was not supervised by any one. Many other elevators have been built in the same lax manner and are still standing, but they are standing because the workmen on the job tried earnestly to build the plants right.

Recently an Illinois concrete elevator suffered a fire loss of \$7,500 because the owner had let the contract piece-meal. The builders of the walls were interested in having them strong and well-finished and they seem to have attained their end. The contract for the removal of the sliding forms seems not to have been carried out and an unusual amount of wood was used about the plant in installing the machinery, with the result that after the

fire was once started the frame work helped to spread the fire quickly to all parts of the plant.

Reinforced concrete elevators can be built so they will endure and give the full measure of protection for grain, and we have many satisfactory reinforced concrete elevators operating today which have been standing for years, but they were not erected as a monument to any one's parsimony. If you want a modern, convenient, rapid handling fireproof elevator, give your contractor an order for such a house and then refrain from jewing down his price, or scaring him into cutting it by asking for bids from inexperienced builders who will cut any price to get the job.

The construction of every elevator must have intelligent supervision if the house is to be built according to the plans and specifications or with a view to giving the owner a satisfactory job because many things will be neglected through oversight if such supervision is not provided, and on nearly every job experienced supervisors invariably suggest many practical improvements and profitable changes which result in advantages to the contractor as well as to the owner.

The grain merchant who is really anxious to have a convenient, rapid-handling concrete elevator must not expect to have his wish gratified unless he will take the precaution to employ experienced men to prepare carefully thought out plans and specifications for the house in advance of his asking for bids. Without complete working plans and specifications, neither the owner nor the contractor can have a clear understanding of exactly what is wanted or what is to be provided.

Reports indicate that more grain elevators will be built during 1924 than for many years past, and of course every prospective builder is determined that he shall have a practical, convenient and safe working house, but unless they adopt many of the precautions which others have not adopted they are likely to get the expensive failures which those they imitate got to their sorrow.

If you want a reinforced concrete elevator that can be depended upon to stand up and carry its load under all conditions, then look about you, make enquiries, and take the precautions which owners of houses that have failed now sadly admit they neglected to take.

## Established Marketing Methods Most Successful—Coolidge.

Reduction of the wheat acreage and increasing the demand for wheat products are advocated by President Coolidge in a letter to Congressman Sydney Anderson indorsing the work of the Wheat Council of the United States.

Poolers will note with disgust that our level-headed President believes in the established methods of business exploitation. His letter follows:

The work of the Wheat Council of the United States has interested me greatly, and I am writing to say that I believe a great practical benefit is likely to derive from it. The effort, in an organized and systematic way, to establish such measure of control over the wheat acreage as will measurably insure against overproduction is altogether to be commended. Almost every important business, except agriculture, has trade organizations and associations through which it is possible to deal with such vitally important matters. Quite obviously the business of agricultural production would benefit by the same methodical approach to the underlying problems which it must always confront. It seems apparent, too, that much benefit should come from an organized and efficient move to increase the demand for wheat products, through the established methods of business exploitation, so successfully employed in marketing other staples.

## New Pres. of Chicago Board.

One of the first fruits of the new system of having nominations for the office of president of the Chicago Board of Trade made by a committee on nominations is the choice for that high office of a member whose experience has been mostly in the Northwest. As a result of the new policy of choosing as the head of the administration a man of ability instead of local popularity the affairs of the Board will be directed by Frank L. Carey on a business basis.

His career began at Duluth in the state of his birth; and 24 years ago he went to Minneapolis and organized the Hallet & Carey Co., with branches at Duluth and Winnipeg. Retaining his interest in the Northwest, Mr. Carey three years ago went to Chicago and became president of the Nye & Jenks Grain Co. He has been a director of the Minneapolis Chamber of Commerce. During the war he was one of the vice presidents of the U. S. Food Administration Grain Corporation in charge of that work in Minnesota, Iowa, the Dakotas, Montana and Wyoming.

WIDER dissemination of market news by the government has been permitted by the increase in appropriation of nearly \$300,000 for the present fiscal year. The purpose of the increase was to extend the service to the far west and south. On July 1, 1923, the leased wire was opened to San Francisco, passing thru Denver and Salt Lake City, and on Sept. 1, a similar wire was opened to Atlanta, Ga., passing thru Richmond, Va., and Raleigh, N. C. Offices in Los Angeles and Portland, Ore., were opened July 1 and are reached by radio and commercial wire service from San Francisco, and other offices were opened in both the west and south. Few sane citizens believe there is any excuse for the Governments engaging in the publishing business or attempting to disseminate news. The bureaucrats can never hope to serve the public as efficiently as existing private agencies.



Frank L. Carey, Chicago, Ill., Pres. Elect. Board of Trade.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Pools Are All Failures.

*Grain Dealers Journal:* Pools are all more or less failures in this section. The potato growers have one here that is failing fast. Farmers never will learn they are always open to grafters.—F. J. Alton, Glenwood Springs, Colo.

### Pits and Basement Can Be Made Water Tight.

*Grain Dealers Journal:* I am surprised that any grain elevator operators seem to be laboring under the delusion that their pits and basements can not be made waterproof and kept dry as well as clean. I know of two Iowa elevators where the doubting Thomases can get convincing proof of the advantages of properly constructed concrete pits. One is at Nemaha and is operated by the Independent Farmers Elevator Co., R. W. Cooper, manager. The other is at Inwood and is now operated by Mr. T. E. Moen. When the Inwood elevator was constructed, Mr. Moen was extremely skeptical, but after having operated the plant through several seasons without pits even getting damp, he is convinced that properly constructed reinforced concrete pits and basements can be made waterproof.

Elevator men who have been suffering with water in their pits and basements should tell Journal readers how their pits and basements were constructed in order that their fellow dealers may avoid suffering from the same trouble which they are now suffering.

Water generally does more damage to grain than fire and it is of particular advantage to every elevator owner to keep the two apart. Dry pits and basements are always of particular advantage when a spill or choke-up occurs.—J. L. L.

### Sadly in Need of Account Books.

*Grain Dealers Journal:* For some time I have been traveling among the grain dealers of the Southwest looking after the railroad claims of grain shippers and sad to relate, I find the accounting system of the average elevator woefully lacking in books of original entry, and in many cases the records are so incomplete as to make it very difficult to determine how much grain was received and how much was shipped.

Country grain dealers seem to ignore the fact that in order to prosecute any case in the courts or to defend their own rights in any court it is necessary to have a complete record of all business transactions. Many of the accounting systems I have inspected would have no standing in any court; they were so incomplete as to be worthless. Every country grain merchant could easily afford to install a complete and accurate accounting system that would protect him in case of controversy or difference either in his dealings with other dealers, with the farmer, with the banks or the railroads.

Without a reliable accounting system I do not understand how the grain dealer can tell whether he is losing or making money except through a comparison of the amount on hand at the end of the year. Twelve months seems an intolerably long time to wait to find out whether you are losing or making money. The grain dealers trying to do business at country stations owe it to themselves to equip

their offices with proper records so that they may know every day the results they are attaining or else they are quite sure to be displaced by men with a compass.—J. B.

### Only Two in Pool.

*Grain Dealers Journal:* We are very fortunate in our community in having only two men who belong to the wheat pool. Almost all of our members are very much opposed to it and are loyal to their elevator.—H. C. Hamilton, Partridge Co-op. Equity Exchange, Partridge, Kan.

### Machinery Should Be Installed by Men of Experience.

*Grain Dealers Journal:* Letters we are receiving from elevator men convince us that a majority of your readers "would not call a horse doctor if the baby were taken sick," but many seem to be willing under persuasion to entrust the most difficult work connected with the equipping of an elevator to inexperienced jacks-of-all-trades.

Grain elevator operators in all parts of the country have long labored under the handicap of poorly built, inconveniently arranged, and wretchedly equipped elevators because the original contract for construction was entrusted to a barn builder or a silo constructor.

While the grain dealers of the land have not yet obtained complete relief from the trickery of inexperienced builders, they are suffering more than ever from the work of irresponsible machinery salesmen, who hesitate at nothing to effect a sale. The trouble with many of these salesmen is that they are put out on the road without the backing of their companies. They are given their expenses and allowed a liberal commission on the sale of equipment. The manufacturer does not enter into the contract; does not stand behind his equipment. These salesmen will agree to furnish expert mechanics to install the equipment so that the buyer will be put to "little expense" in addition to the cost of the equipment.

If they can not land the machinery order with that bait, they will take the contract to install it on a percentage basis and land the order by estimating the cost of installation at figures far below what the cost is sure to be. Invariably it develops that the expert mechanics never worked in an elevator before and have no understanding of the purposes of the equipment, so the result is a botch job which contributes to the inconvenience of operating the plant.

Sad to relate, the cost of installation in many country elevators is much more than would seem possible and frequently it is necessary to call in experienced men to reset the equipment. In some instances the eagerness of these irresponsible salesmen has resulted in their selling their equipment and financing the installation for the elevator man, providing he will reimburse them with monthly payments. Of course he pays dearly for the accommodation, but that pleases the salesmen all the more.

Some of the imitation truck dumps which were installed during prosperous days have long since been replaced by real dumps, but many of the elevator men who were hooked by the sharp salesmen are still handicapped with a dump that is years behind the times.

If country grain dealers would read the trade journals more closely and confer more confidentially with their neighbors they would not only escape being hooked by some of these sharpers, but their neighbors would always be forewarned and forearmed.

In these days of sharp competition and narrow margins, every grain dealer who has sufficient business to justify the employment of a modern elevator, needs the best obtain-

able. Cheap makeshifts work to the disadvantage of himself and his customers.—J. F. Younglove, Sioux City, Ia.

### Soothsayers to American Farmers Folding Their Tents.

*Grain Dealers Journal:* We are at the post for the start of another year, with the grain business still jockeyed by grafters supported by politicians, and strung out all around the track, the radical farm relievers waving red flags, waiting for the race to start. Some handicap, I'll say, but this is the good old U. S. A. and conservatism and good business methods are bound to win out.

Before long these fortune tellers to the wheat farmers will fold up their tents and work for a living, "Even as you and I." Recently a statement came out of their expenditure and was analyzed showing a net cost to the farmer of 12½¢ per bu. to market his wheat via the fortune teller's route. The salesman came out with a six-page letter that looks like the original of "Yes, We Have No Bananas," admitted it cost the farmer 14½¢ per bu., but claiming the expenses of the organization were only 2¢. He never explained why the farmer should pay the other 12½¢ and wait a year to get settled up when he could have sold his grain to the elevator on a 3¢ margin and received spot cash. The end of Bunc is in sight.

I ask you, how Patrick Henry's Declaration of Liberty compares with that popular law put out by Volstead, enforced by that sterling American, Izzy Einstein, or the Emancipation of Slaves by Abe Lincoln compares with the proposed emancipation of the farmers by those good American citizens, Ferneandez Shapiro and Bernadina Baruch? Looks to me like a ten-to-one shot that old Smith, Brown, Jones will come into their own soon, and we will see America run as she ought to be.—B. C. Christopher & Co., Tom Sloan, Kansas City, Mo.

### Farmers Lost More Thru Grafters.

*Grain Dealers Journal:* Contrary to published opinions of our Government Economic Experts, the Iowa farmer is not one whit better off than in the past five years, and most of them are facing the worst year since the Armistice was signed.

This is primarily due to the war time price of all commodities that the farmer has to buy, manufactured products of all kinds having never been deflated. The average Iowa farmer will tell you that the present prices of farm products are as high as he can expect in peace times, and asserts that if the things he buys were on a peace time basis he would work out his own salvation without any other assistance.

How can this be done? We are afraid to suggest the remedy, which is "Put the Manufacturing Industries on a World Competitive Basis Until Such a Time as Europe Recovers from its Present Financial Depression."

This is the only legislation that will be of any material help to the farmer, and which would enable 80% of the buyers of farm land who bought with little money eventually to pay out.

The writer has known of many farmers during the period 1900 to 1910 who bought farms with only \$500.00 to \$1,000.00 first payments and who paid out on these farms before the World War period. Prices during that period were considerably lower than at this writing for farm products, but prices on manufactured products were also on a reasonable basis, leaving a nice margin of profit each year.

As to Cooperative Marketing and Farmers Unions, and last but not least, restricting the Terminal Grain Exchanges, never made the farmer one penny, and you have the opinion



of the sound Iowa farmer for the above statement. As a great number of the writer's farmer customers have stated, "The Iowa farmer has lost more money through graft from cooperative fanatics than all other conditions since the beginning of the World War." The writer would like very much to give your readers his personal experiences with cooperative fanatics, but the space in the Journal from cover to cover would not give sufficient room.

Hoping conditions will improve during 1924 so the farmer and grain dealer can get out of debt to some extent, I will close as my further information on conditions might discourage some of your readers. I am—E. H. A., Grove, Iowa.

## Fight the Pooling of Wheat.

*Grain Dealers Journal:* The year 1923 has made history that is vital to the interest of the farmer. In some respects, developments have been very beneficial; others, we view with alarm.

We hear and see much in the papers about orderly marketing, but how much do you hear of a plan that can or will work? The natural time for the Kansas farmer to sell his wheat is in the months of July, August, and September. He did not raise that wheat to keep, he raised it to sell. He will have more profit by selling it in either of these months than he will by holding until May and selling it for ten cents more per bushel. We ship almost half of our wheat from July to October. What if we did not, and waited until the period of November to February when Canada ships half of her wheat, and come in direct competition with it, or hold it until Australia and Argentina ship half of their wheat in March, April, May, and June.

We are not advising anyone just what he shall sell his wheat for; there are almost as many reasons for an individual to sell his wheat at a given time as there are individuals raising wheat, and he will be more influenced by his individual reason than by any marketing plan that can be evolved by the human mind. So we would warn our farmers to be careful of any marketing plan that has been brought out.

Our investigation of the pooling plan has developed the fact that those who sold thru the pool received from five to thirteen cents less per bushel than those who sold to their home elevator. The facts are developed by final settlements of pooling associations, by letters from various states by those who sold through those pools, and the expression in all of them is one of dissatisfaction.

So we ask boards of directors to weigh carefully the advice they give their stockholders. Investigate, learn the facts, then you will be in a position to give first hand information.

A pooling ass'n has the same market to deal with that your elevator has to deal with. The pooling ass'n has local charges to pay, they have terminal charges to pay, they have office rent, commission, brokerage, and interest charges to pay, and we understand they have some quite high salaries to pay, all of which comes out of the wheat sold thru the pool.

The price paid by the poolers in Kansas for No. 2 wheat was 86.9c, according to their published statement. Our information in reply to 600 inquiries to elevators and 100 to mills, 65 per cent replying, showed an average of 96.37c for all grades.

The Oklahoma-Texas pool cost the signer 14.7c, so I am informed.

Pooling seems to have been a losing proposition wherever tried. My information is that all are trying to violate this contract in some way.

Fundamentally a pool of a world commodity must be international to be effective. That is impossible. A pool in the United States that would increase the price of wheat would be a combination in restraint of trade.

If anything could be done to take away the salaries of these promoters the whole thing would die overnight.

When you sell your wheat at your local elevator, you get all of your money as soon as the wheat is weighed; you do not have to take a percent, and wait for a year for a final settlement. Your money is worth just as much to you all the time, as you have to pay interest at the bank.

We do not think any legislation can be had that will create a greater demand for wheat or enhance the price of wheat. If we do not furnish the wheat someone else will. As long as we create a surplus we come in direct contact with a world market and our surplus causes every bushel of wheat sold in this country to be influenced to a more or less degree by world demand.

We think the Capper-Tincher Bill has not made the farmer one cent or that any marketing program sponsored by the Government will put any money into the farmers' pockets. —J. B. Brown, pres. Farmers Co-operative Grain Dealers Ass'n of Kansas, Larned, Kan.

## Re-Inspection Must Be at Contract Point.

The Supreme Court of Arkansas on Nov. 12, 1923, reversed the decision of the circuit court of Pulaski County in the suit by the Hayes Grain & Commission Co., Little Rock, against the Federal Grain Co., Kansas City, Mo., and held that the grade of grain was determined by the inspection at the point named in the contract. The contract read:

"We confirm sale to you by Farmer Wilson Co. of three 60 cap. cars No. 3 white oats at 48½c per bu. c. a. f. Little Rock, Kansas City grades and weights, loaded shipment Omaha Mo. Pac. tonnage, bill to Little Rock. Demand draft. Js: I. M.

"This contract is subject in all respects to the customs, rules and regulations of the Kansas City Board of Trade. Also subject to delay on account of strikes, riots, civil commotion, the elements, embargoes, inability to secure cars or shipping permits, and any other cause over which we have no control.

"Margin agreement as set forth on the back of this confirmation (or contract) is made a part hereof. Federal Grain Company."

The oats were graded by Edward H. Correll, who was a licensed grain inspector at Kansas City, Mo., and was paid by the Missouri State Grain Inspection Department. According to the testimony of this inspector, he graded the oats at Kansas City, Mo., in the usual and customary manner. All three cars were correctly graded by him as No. 3 white oats. The grading was done just before the oats were shipped from Kansas City, Mo., by the defendant to the plaintiff at Little Rock, Ark.

The oats were inspected at Little Rock for the plaintiff by John F. Miller, licensed grain inspector, and working under the regulations of the Secretary of Agriculture of the United States. He said that he was an experienced grader, and had carefully graded the three cars of oats by taking samples from them in the usual way. The oats were not No. 3 white oats, but only graded No. 4 white oats.

The Supreme Court said: The parties agreed upon an inspection at Kansas City, Mo., on the grades and the weights. According to the terms of the contract, when that inspection determined that the oats were of the quality ordered, the plaintiff became bound by its agreement to accept and pay for them at Little Rock, Ark.

The mistake must be of such a character as to show fraud or bad faith in the inspection of the grain. Under the testimony for the defendant the inspection at Kansas City was honestly and correctly made. No bad faith could be imputed to it in any way whatever.—255 S. W. Rep. 307.

JAPAN'S Imperial Ordinance No. 417 providing for the suspension of customs duties on wheat and barley till March 31, 1924, is to be applicable to (Korea) Japan.

## New President Kansas City Board of Trade.

Allen Logan, famous for his reports on the wheat crops of Kansas, was elected president of the Kansas City Board of Trade last Tuesday. Mr. Logan has long been identified with the grain trade of the Southwest, is well known and popular. He has long served the exchange as a director and on various committees and as second and first vice-president. He brings to its principal office a ripe experience in the affairs of the trade. Having a host of friends in the trade, he will also have the support and best wishes of the leaders in the Southwestern market.

Mr. Logan was born in Stanford, Ky., in 1871. After graduating from Centre College he went to Kansas City and served as teller in the Metropolitan National Bank. In 1897 he formed a partnership with Ben F. Paxton and engaged in the grain business as Paxton & Logan. Six years later he organized the Logan Bros. Grain Co. of which he is still the president and manager.

AT SOME TIME between Jan. 1 and July 1 a purchase of July and a sale of September wheat at the same price has never been less than two cents profit in the last 22 years. In about half of these years there was plenty of opportunity to secure 5 cents. In several years better than 10 cents. In spite of reduced acreage for the new crop, past history suggests this move is a good one.—R. O. Cromwell, Statistician, Lamson Bros. & Co., Chicago.



Allen Logan, Kansas City, Mo., Pres. Elect. Board of Trade



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ottawa, Ont.—The total area estimated as sown to fall wheat up to October 31, 1923, for the season of 1924, is 767,200 acres, as compared with 877,500 acres, the area sown in 1922 for 1923. The total sown this fall represents a falling off of 110,300 acres, or 13 p.c. In Ontario, the area estimated as sown this fall in 702,100 acres, as compared with 763,100 acres, the previous year, a decrease of 61,000 acres, or 8 p.c. In Alberta it is estimated that the area sown is 49,500 acres, as against 99,000 acres, the previous year, a decrease of 49,500 acres, or 50 p.c. The reasons given for this large falling off is the lower prices that are paid for fall wheat, and the large areas that are winter killed. In British Columbia, the area under fall wheat this year is placed at 15,600 acres, as against 15,400 acres in 1922, an increase of 200

acres, or 1 p.c. The condition of this crop on October 31 is reported as 101 in Ontario, 103 in Alberta and 100 in British Columbia, the average for all Canada being 101. These numbers represent a condition expressed as a percentage of the decennial average yield per acre. Thus in Ontario and for Canada the condition promises a yield 1 p.c. above the ten year average, and in Alberta 3 p.c. above the average, whilst in British Columbia the condition is exactly equal to the average.—Dominion Bureau of Statistics.

### ILLINOIS.

Springfield, Ill., Jan. 3.—Wheat continues in satisfactory condition.—Clarence J. Root, meteorologist.

### INDIANA.

Huntington, Ind., Jan. 5.—Winter wheat looking fine; bigger acreage than last year.—A. D. Wasmuth, Wasmuth Grain & Coal Co.

### KANSAS.

Ford, Kan., Jan. 1.—The present prospects are for a bumper crop of wheat in 1924.—Roy V. Stuart.

Corwin, Kan.—Growing wheat is in fair condition here.—The Farmers Co-op. Business Ass'n.

Morrowville, Kan., Dec. 29.—Wheat crop here was a disappointment and corn and oats were a heavy crop.—Duff Grain Co.

Courtland, Kan., Dec. 24.—Corn all husked in this territory, wheat looking good, but only about 10% of the average acreage planted.—Bossmeyer Bros., Fred. Yerian, Mgr.

Topeka, Kan., Dec. 26.—Wheat, the state's premier crop in acreage, was a decided failure. With 11,587,410 acres sown, only 7,835,000 acres were harvested, yielding 9.7 bushels to the acre, or the lowest acre-yield reported in 21 years, while the year's production of 76,083,000 bushels was the smallest since 1917. This one crop alone is a most important factor as may be the better appreciated when it is realized that more than one-half of the state's cultivated acreage was sown to it. In fact, the year's inventory for the state is all the more remarkable considering the failure of wheat. Acre-yields of other grains, with the exception of wheat and the sorghums, were larger than a year ago, corn averaging 20.9 bushels, oats 25.1 and barley 21.8 bu., as compared to 18.8, 19.3 and 17.7 bushels respectively, in 1922.—Kansas State Board of Agriculture.

### MICHIGAN.

Vassar, Mich., Dec. 24.—Very little cold weather so far this season, and not over an inch of snow at any time. Farmers have been plowing right along up to date, and scattering flowers blooming, which is a record breaker in this section.—Miller Grain Co.

### NEBRASKA.

Nebraska City, Neb., Jan. 3.—We have a very good corn crop this year, most of it grading No. 3 and with the present cold weather should get it in much better condition. Wheat needs moisture but we are having some snow which should help it some.—C. L. DeLong, C. L. DeLong Co.

### OKLAHOMA.

Jet, Okla., Dec. 28.—Wheat crop at present in fair condition.—X.

### TEXAS.

Killeen, Tex.—Small grain crop in sight for next year.—Wendland Grain Co.

Washburn, Tex., Dec. 26.—We will not have over 10% acreage of winter wheat this year.—H. E. White Grain Co.

### Rye Movement in December.

Receipts and shipments of rye at the various markets during December, compared with December, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	18,618	2,775,970	25,714	1,922,906
Chicago	154,000	567,000	151,000	727,000
Cincinnati	8,400	6,000	2,400	4,800
Duluth	1,200,716	3,264,469	243,470	3,894,411
Ft. William	749,832	1,106,116	333,210	1,062,119
Indianapolis	11,000	27,000	3,000	2,000
Kansas City	35,200	28,600	13,200	22,000
Los Angeles,				
cars				
Milwaukee	217,910	488,175	37,655	258,140
Minneapolis	899,010	2,299,350	639,810	1,157,430
Montreal				
New Orleans	8,000	145,000		150,000
New York	1,272,500		637,000	
Omaha				
Peoria	8,400	40,200	2,400	50,400
Philadelphia				
St. Joseph	7,500	13,500		7,500
St. Louis	24,700	9,900	12,510	9,400
Superior, Wis.	759,625	1,917,200		1,826,065
Toledo	378,600		6,710	281,845
Wichita		8,400		7,000
Winnipeg	862,650			

### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	MAY WHEAT.											
	Dec. 24.	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 9.
Chicago	106 1/4	107 1/4	106 5/8	106 3/4	107 1/8	108	107 1/2	107 3/8	108 1/8	108 1/2	108 5/8	108 5/8
Kansas City	100 1/4	101 1/4	100 3/4	101 1/2	102 1/8	102 3/4	102 3/4	103 1/8	103 1/2	103 3/4	103 3/4	103 1/2
St. Louis	107 1/2	107 1/2	107 1/2	107 1/2	108 1/2	109	108 3/4	109 1/2	109 3/4	109 3/4	109 3/4	110 1/4
Minneapolis	109 1/2	111 1/2	110 1/2	110 1/2	112 1/2	112 3/4	112 3/4	113 1/2	113 1/2	113 1/2	113 1/2	113 1/2
Duluth (durum)	98 1/2	99 1/4	99 1/8	99 1/2	101 1/4	102 1/4	102	102 1/2	103 1/4	103 1/2	104 1/2	104 1/2
Winnipeg		99 1/2	98	98 3/4	99 1/2	99 1/4	99 1/2	100	101	100 1/4	101 1/2	102
Milwaukee	106 1/4	107 1/2	106 1/2	106 1/2	107 1/2	107 1/2	107 1/2	108 1/2	108 1/2	108 1/2	108 1/2	108 1/2
	MAY CORN.											
	Dec. 24.	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 9.
Chicago	72 1/2	73 1/2	73 1/2	73 1/2	74 1/2	74 1/2	73 3/4	74 1/2	76 1/4	76	75 1/2	76 1/4
Kansas City	68	68 1/2	69	69 1/2	70 1/4	70	70	70 3/4	72 1/4	71 1/2	71 1/2	72 1/2
St. Louis	73 1/2	73 1/2	74	74	74 1/2	74 1/2	74 1/2	74 1/2	76 1/2	76 1/2	76 1/2	77 1/2
Milwaukee	72 1/2	73 1/2	73 1/2	73 1/2	74 1/2	74 1/2	73 3/4	74 1/2	76 1/2	76	75 1/2	76 1/2
	MAY OATS.											
	Dec. 24.	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 9.
Chicago	44 1/2	44 1/2	44 1/2	44 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	46
Kansas City	44 1/2	44 1/2	44 1/2	44 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2
Minneapolis	40 1/2	40 1/2	40 1/2	41	41 1/2	41 1/2	41 1/2	41 1/2	42 1/2	41 1/2	42	42 1/2
Winnipeg		40 1/2	40 1/2	41	41 1/2	41 1/2	41 1/2	41 1/2	42 1/2	42 1/2	42 1/2	42 1/2
Milwaukee	44 1/2	44 1/2	44 1/2	44 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2	46
	MAY RYE.											
	Dec. 24.	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 9.
Chicago	73 1/2	73 1/2	73 1/2	73 1/2	74 1/2	73 3/4	73 3/4	74 1/2	74 1/2	74 1/2	74 1/2	74 1/2
Minneapolis	65 1/2	66 1/2	66 1/2	66 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2
Duluth	69 1/2	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	71	70 3/4	71 1/2	71 1/2	71 1/2
Winnipeg		70 1/2	70 1/2	70 1/2	71 1/2	71 1/2	71 1/2	72	71 1/2	71 1/2	71 1/2	71 1/2
	MAY BARLEY.											
	Dec. 24.	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 9.
Minneapolis	58 3/4	58 3/4	58 3/4	58 3/4	59	58 3/4	58 3/4	59 1/2	59 1/2	59 1/2	59 1/2	59 3/4
Winnipeg		56 1/4	56 1/4	56 1/4	58 1/4	58 1/4	59 1/4	59 1/4	61 1/4	61 1/4	63 1/4	62 3/4

### Oats Movement in December.

Receipts and shipments of oats at the various markets during December, compared with December, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	87,182	237,440	83,485	65,717
Chicago	6,223,000	8,435,000	3,819,000	4,847,000
Cincinnati	310,000	170,000	108,000	70,000
Duluth	901,233	9,967	296,765	19,078
Ft. William	6,466,166	2,895,158	7,833	3,094,789
Ft. Worth, Tex.,				
cars				
Indianapolis	514,000	396,000	372,000	366,000
Kansas City	1,205,300	1,038,700	715,500	386,500
Los Angeles,				
cars				
Milwaukee	2,035,000	2,510,195	1,346,250	2,159,445
Minneapolis	3,355,470	2,666,370	2,795,500	3,910,260
Montreal				
New Orleans	127,000	117,000	26,000	93,000
New York	2,026,000		973,000	
Omaha				
Peoria	1,137,100	1,459,000	1,000,800	1,373,700
Philadelphia				
St. Joseph	200,000	212,000	72,000	284,000
St. Louis	2,906,000	2,640,000	2,382,660	1,656,830
San Francisco,				
tons	2,922	1,231		
Superior, Wis.	352,282	34,391		13,384
Toledo	205,000	749,900	57,320	22,460
Wichita	91,500	28,500	90,000	20,000
Winnipeg	3,958,000			



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Springfield, Ill., Jan. 3.—The frozen ground will permit a resumption of corn husking.—The muddy roads are now frozen rough.—Clarence J. Root, meteorologist.

Lake Fork, Ill., Dec. 22.—We shipped 124,000 bus. of wheat from this station in the past year and have shipped about 70,000 bus. new corn to date this fall, shelling all of it ourselves.—Lake Fork Farmers Co-Op. Elvtr. Co., C. F. Scott, mgr.

West Middleton, Ind., Dec. 24.—Grain not moving very fast; weather bad for corn.—West Middleton Mill & Elvtr. Co., O. A. Thomas, mgr.

Corwin, Kan.—Ninety per cent of grain in this territory is out of farmers hands.—The Farmers Co-op. Business Ass'n.

Jet, Okla., Dec. 25.—Fifty or 60 cars of wheat yet to be marketed.—X.

Weatherford, Okla., Dec. 27.—Movement of wheat light about 10% of crop yet in farmers hands. About 15% reduction in winter wheat acreage.—G. W. Gates.

Washburn, Tex., Dec. 26.—No crops have moved in this vicinity for some time on account of rain and snow and fifty per cent of the maize, kafir and red top cane seed has been lost by these continued adverse conditions.—H. E. White Grain Co.

### Corn Movement in December.

Receipts and shipments of corn at the various markets during December compared with December, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	358,549	750,018	94,285	1,437,783
Chicago	12,046,000	20,872,000	4,360,000	5,121,000
Cincinnati	453,600	536,400	367,200	370,800
Duluth	1,069,686	5,789	847,149	41,400
Ft. William	6,260	10,311	5,178,987	10,311
Ft. Worth, Tex.,				
cars	257	201		
Indianapolis	1,425,000	2,324,000	1,135,000	1,701,000
Kansas City	2,713,750	1,592,500	1,301,250	226,250
Los Angeles,				
cars				
Milwaukee	2,971,840	1,569,070	1,086,761	540,253
Minneapolis	3,883,570	1,024,610	2,085,560	454,310
Montreal				
New Orleans	678,000	2,080,000	391,000	2,361,000
New York	611,500		127,000	
Omaha				
Peoria	2,710,700	2,842,350	1,871,850	2,367,350
Philadelphia				
St. Joseph	1,150,500	1,141,500	733,500	933,000
St. Louis	4,521,594	2,332,200	1,906,790	1,214,485
San Francisco,				
tons	2,133	2,832		
Superior, Wis.	614,561	35,290	477,000	22,420
Toledo	386,250	373,750	105,530	137,965
Wichita	681,600	145,200	227,200	48,400

### Wheat Movement in December.

Receipts and shipments of wheat at the various markets during December compared with December, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	2,160,688	2,382,881	2,188,013	2,433,272
Chicago	1,365,000	2,889,000	1,286,000	1,735,000
Cincinnati	301,200	235,200	324,200	198,000
Duluth	2,962,862	5,906,080	2,750,335	7,936,620
Ft. William	51,910,473	32,043,578	35,824,460	21,068,399
Ft. Worth, Tex.,				
cars	289	949		
Indianapolis	180,000	248,000	168,000	105,000
Kansas City	4,754,700	8,955,900	2,231,550	4,792,400
Los Angeles,				
cars				
Milwaukee	242,200	262,000	250,392	241,550
Minneapolis	9,976,210	18,660,910	4,015,050	4,377,980
Montreal				
New Orleans	302,000	1,376,000	368,000	1,360,000
New York	9,375,500		7,330,000	
Omaha				
Peoria	163,900	207,650	148,600	207,000
Philadelphia				
St. Joseph	624,400	1,408,400	184,800	886,200
St. Louis	2,271,034	3,173,147	1,721,820	2,351,290
San Francisco,				
tons	3,823	4,283		
Superior, Wis.	1,551,963	4,111,222	305,931	3,047,648
Toledo	4,009,304	2,426,400	1,184,550	831,470
Wichita	1,292,400	2,398,800	646,200	1,199,400
Winnipeg	63,386,400			

### Federal Order Against Minneapolis Chamber.

The Federal Trade Commission on Jan. 8 ordered the Minneapolis Chamber of Commerce to refrain from compelling its members to avoid dealings with the Equity Co-operative Exchange, to cease preventing telegraph companies from furnishing price quotations on wheat to the Equity and to cease denying to any organization of grain growers or shippers membership in the chamber when objection to such membership is based on the grounds that it pays "patronage dividends."

The Equity charged that it was denied a business connection with the Minneapolis market and quotation-service from the market because it returned the earnings from its business to members in the form of "patronage dividends."

The majority decision of the Federal Trade Commission was dissented from by Commissioners Gaskill and Van Fleet.

The Commission alleged that "By means of boycott and threats of boycott the Minneapolis Chamber and members thereof conspired and agreed among themselves and with others to induce its members and others to refuse to buy from, sell to, or otherwise deal with the Equity Co-operative Exchange or the members of the St. Paul Exchange."

"The respondents for more than ten years last past have been engaged in an agreement and conspiracy to annoy, embarrass, and destroy the business of the said Equity Exchange, its stockholders and the St. Paul Exchange and others."

"These activities on the part of the chamber and its officers secured and retained for them a monopoly of the grain trade at Minneapolis and within a hundred miles thereof and unduly restrained and hindered competition in interstate commerce."

The greatest harm the Chamber did the Equity was the publication of prices paid on cars of grain shipped to the Equity and resold on the floor of the Chamber of Commerce so that the farmers in the country could see that shipping to the Equity was simply costing them an extra commission.

The Commission's order of Jan. 8 will have no effect on the members or business of the Chamber of Commerce.

### Condition of Farmers Rapidly Improving.

With the price spread between agricultural products and manufactured articles becoming less pronounced, the outlook for the farmer in 1924 is more hopeful, the Committee on Statistics and Standards of the Chamber of Commerce of the United States reports in its semi-annual review of general business conditions.

### Barley Movement in December.

Receipts and shipments of barley at the various markets during December compared with December, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	23,478	14,189	58,285	
Chicago	1,029,000	1,089,000	344,000	304,000
Cincinnati	3,900	2,600		
Duluth	101,871	46,605	255,516	58,813
Ft. William	1,704,185	1,442,514	1,160,502	1,170,221
Ft. Worth, Tex.,				
cars	68	15		
Kansas City	165,000	76,500	58,500	32,500
Los Angeles,				
cars				
Milwaukee	995,400	894,280	257,750	339,600
Minneapolis	184,140	1,862,040	1,242,620	1,280,210
Montreal				
New York	878,900		895,000	
Omaha				
Peoria	262,600	57,400	76,600	65,800
Philadelphia				
St. Joseph	17,500	47,250	12,250	20,750
St. Louis	156,800	100,800	22,910	32,710
San Francisco,				
tons	15,823	24,295		
Superior, Wis.	107,488	46,201	39,828	59,095
Toledo	3,600			
Wichita	18,000	10,800	16,000	9,750
Winnipeg	2,352,625			

"Moreover the farmers can be expected to plant less acreage this spring than last of those products whose price is unsatisfactory just as they did in wheat this fall and thus, so far as possible, adjust supply to demand." The committee reports that the acreage of winter wheat is about 15 per cent less than at this time last year, and "is generally in most excellent condition."

"An encouraging feature of the agricultural situation is the general liquidation of past obligations by farmers wherever returns from the crops permit such liquidation."

### W. B. Parsons Is Dead.

W. B. Parsons, president of the Bartlett-Frazier Co. of Minneapolis, died Jan. 3 at the Northwestern Hospital in that city.

Examination disclosed that he had kidney trouble and that high blood pressure had led to cerebral hemorrhage, the immediate cause of death, which was unexpected.

Mr. Parsons was 67 years old and had lived in Minneapolis since 1916, and in Minnesota since he was a young man.

Mr. Parsons came to this country from England with his parents, when he was two years old. The family located at Monmouth, Ill., where Mr. Parsons lived until he moved to Dodge Center, Minn.

There, with his brother, he established the Parsons Bank. In 1890 he went to Winona, where he entered the grain business, and was first vice pres. of the Western Elevator Co. until it dissolved in 1915.

After coming to Minneapolis he became pres. of the Bartlett-Frazier Co. Mr. Parsons was a director of the Merchants National Bank of St. Paul and of the Deposit Bank of Winona.

Surviving him are his widow, two sons, Jay Parsons of Los Angeles, and Joseph of Toronto, Can., and a brother, George Parsons of Pasadena, Cal.



W. B. Parsons, Minneapolis, Minn., Deceased.



## Feedstuffs

EDGEWATER, N. J.—The plant here of the Corn Products Refining Co. opened recently.

DOWS, IA.—A new feed grinder has been installed at the Farmers Grain & Lumber Co. recently.

JUNCTION CITY, KAN.—Tyler & Co.'s new feed and grain department is about ready for operation.

ST. JOSEPH, MO.—The Excello Feed Milling Co. recently increased its storage at the plant to 90,000 bus.

HOLYOKE, MASS.—A feed mill will be erected at the establishment of Victor P. Levreault, flour and grain dealer.

PORTLAND, ME.—The Seth C. Clemons Co. incorporated; capital stock, \$50,000 to deal in feed, flour and groceries.

MEMPHIS, TENN.—A 2-story brick office building will be erected by the Royal Feed & Milling Co., at a cost of \$25,000.

LIVERPOOL, ENG.—J. Bibby & Sons, Ltd., registered the word "Bibby" as trade mark No. 175,913 descriptive of food for cattle.

KANSAS CITY, MO.—It has been reported that the Corn Products Refining Co.'s North Kansas City plant will reopen shortly.

KENT, WASH.—Shaffer & Colby, feed merchants, bot the big Japanese warehouse on the Northern Pacific north of their plant.

EL CAJON, CAL.—C. W. Stafford succeeds A. W. Geohagan who retires as mgr. of the local branch of Irwin & Co., feed dealers.

OSWEGO, N. Y.—The Ontario Milling Co. Inc. has registered the word "Cream Pot" as trade mark No. 160,297 descriptive of dairy feeds.

MEMPHIS, TENN.—The Allstates Feed Mills incorporated; capital stock, \$100,000. Incorporators, L. B. Chevalier, T. A. Lamb and others.

GREENSBORO, N. C.—The Watson Feed Co. incorporated; capital stock, \$100,000. Incorporators, John C. Watson, W. A. Watson, Jr., and others.

LONDON, ENG.—The Marmite Food Extract Co. has registered the word "Cerema-Marmite" as trade mark No. 183,581 descriptive of poultry feed.

MONTROSE, COLO.—The Citizens Feed & Fuel Co. of Warren & Hawkyard, the former owners has been purchased by A. W. McAnally and Perry McCrary.

ARCHER CITY, TEX.—We are building hay and feed warehouse room, also feed store to accommodate growing feed business.—Forbes Mill & Elevator Co.

GRAIN VALLEY, MO.—The Rumbo & Caldwell Feed & Grain Co. suffered a heavy loss recently when the main floor of its building was destroyed by fire.

BEAR LAKE, MICH.—A buying station and feed store will be established here under the management of C. C. Keillor. A line of feed, millstuffs, flour, chick feed, hay, etc., will be carried. The station will be affiliated with the Kaleva Produce Co., of which Chas. Dodt is mgr.

### Feed Movement in December.

Receipts and shipments of feedstuffs at the various markets during December, compared with December, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Chicago, lbs.	26,204,000	23,312,000	85,669,000	90,864,000
Milwaukee, tons	4,845	2,040	24,796	27,583
St. Louis, sacks				
bran	32,080	106,710	124,900	122,010
Kansas City, tons				
bran				
Peoria, tons	43,660	34,360	44,285	27,365

MEMPHIS, TENN.—Embry E. Anderson registered as a trade mark design a horse's head with the word "Cremo" No. 175,836, descriptive of oats for use as stock feed.

LOS ANGELES, CAL.—The hay warehouse of the Globe Grain & Milling Co., with several hundred tons of hay and raisin stems, burned recently. Loss, \$85,000, partly insured.

ARKADELPHIA, ARK.—The Arkadelphia Milling Co. registered a design of the figure of a woman with the words "Sweet Heart" as trade mark No. 183,641 descriptive of stock feed.

ARKADELPHIA, ARK.—The Arkadelphia Milling Co. has registered a design of two ears of corn with the words "Honey Corn" as trade mark No. 185,355, descriptive of stock feed.

BUFFALO, N. Y.—F. C. Greutker, sales manager of the Clover Leaf Mfg. Co. has registered and is planning to go into the feed and grain brokerage business on his own account.

DECATUR, ILL.—The Echo Feed Co. incorporated; capital stock \$10,000; to deal in and manufacture food products. Incorporators: Edwin Conrad, Thelma Conrad and Raymond C. Conrad.

MEMPHIS, TENN.—The feed mill of C. E. Patteson Co., taken over by the All-States Feed Mills, is being remodeled and new machinery is being installed and the present machinery being repaired.

NEW ORLEANS, LA.—Louisiana State Rice Milling Co. Inc., has registered the word "Lastarmoo" as trade mark No. 155,896 descriptive of rice, rice bran, rice meal, rice polish and rice powder.

EDWARDSVILLE, ILL.—Thieves entered the office of the A. & B. Feed & Seed Co. recently which resulted in a slight damage to the building. As far as could be ascertained the burglars secured nothing.

NEW RICHMOND, WIS.—The mill and elvtr. of the New Richmond Roller Millfeed Co. was totally destroyed by fire recently. Houses contained 25,000 bus. of grain. New machinery has been ordered and operations will be resumed as soon as possible.

MT. UPTON, N. Y.—The Unadilla Valley Feed Corp. incorporated; capital stock, \$30,000; to deal in flour and feeds. Incorporators: J. A. Renwick, Mt. Upton, M. S. Crawford, Hamden, and J. A. Crawford, Walton.

CLARKSBURG, W. VA.—The Christian Meyer Feed Co. and the Clarksburg Wholesale Co. have been consolidated under the name of the Clarksburg Wholesale Co. Capital, \$500,000. Plans are being made for the erection of a cold storage plant later.

ARKADELPHIA, ARK.—The Arkadelphia Milling Co. registered a design of four leaf clovers with the word "Cloverleaf" as trade mark No. 184,228 descriptive of laying mash, scratch feed, poultry feed, dairy feed, horse and mule and dried mixed feed.

INDIANAPOLIS, IND.—The American National Hog & Poultry Mineral Manufacturing Corp. incorporated; capital stock \$24,000, to manufacture a mineral mixture for hogs and poultry. John A. Wilt, S. Wilt, N. D. Wilt, M. W. Summers and Fred L. Obenchain, directors.

JACKSON, MISS.—The Hiawatha Gin & Manufacturing Co. will erect a plant for the manufacture of mixed feeds. The plant will be 4 stories high of frame construction and covered with galvanized iron. The production of the plant will be about 250 tons a day. C. F. Sherrod, Jr., is pres. and gen. mgr.

IN A SUIT filed in the Supreme Court by nearly 200 stockholders of Temtor Corn & Fruit Products Co., E. T. Bedford, pres. of the Corn Products Refining Co. of New York has been named as a defendant with members of the banking firm of Kissel, Kinnicutt & Co. The suit is to recover money paid for stocks on the ground of false representations as to the value of the property.

"FEEDING for Egg Production" is about the best condensation into 12 pages of a pamphlet of what a feeder needs to know about feeding hens for eggs, and recently issued by the University of Illinois Agricultural Exp. Sta., Urbana, Ill., as Circular No. 275.

EAST ST. LOUIS, ILL.—Harry L. Reinshagen has been appointed sales mgr. of the Corno Mills, being placed in full charge and supervision of the southern sales division of the company. Flynn Owen, formerly mgr. of feed sales was elected vice pres. of the Corno Mills Co.

KANSAS CITY, MO.—F. H. Udell bot the Board of Trade membership of Joseph Whyte. Mr. Udell will be executive mgr. of the Ralston Purina Co. Inc. of St. Louis. They have erected a new feed manufacturing plant in the east bottoms of Kansas City. After the first of the year the hay grinding branch of the plant will begin operations. The membership price was \$6,000.

PORTLAND, ORE.—S. E. Hodgen, identified with Kerr, Gifford & Co., Inc., for several years has arranged to manufacture a complete line of stock feeds and started operations with the first of the year. Mr. Hodgen will manufacture specialties in the way of a new type of calf meal, a mineral feed for calves and a mineral feed for dairy cows, besides regular feeds for dairy herds, cows producing heavily, poultry and various kinds of livestock.

BUFFALO, N. Y.—The Globe Elevator Co. has been granted a new trial of its suit against the American Molasses Co., of New York, to recover damages for failure to ship 40 cars of blackstrap molasses on contract, the market price having advanced from 8 cents to 26 cents a gallon. The lower court had ruled against Mr. Ryley on the ground he had started his suit too soon; but the Supreme Court held he had a right to start his suit within a week after the time the defendant had agreed to ship, and also awarded Mr. Ryley the costs.

SCARCITY of exhausted molasses (blackstrap) in Cuba has been growing more and more serious since the early summer, and with it the shortage of alcohol for industrial purposes, which in this Republic means the two principal employments as motor spirit and as stove fuel. Of the more important distilleries, 13 are practically shut down and several of these have been for several months. The Agrupacion Nacional de Destiladores has called upon the Cuban government, through Secretary of Agriculture Betancourt, for immediate relief through measures designed to restrict exportation from Cuba of residual molasses in such a manner as to assure a sufficient supply for the distilling industry remaining in the country from year to year.

CHICAGO, ILL.—A vote will be taken Mar. 25 on a plan offered by directors of the Corn Products Refining Co. that the authorized common stock be increased from \$50,000,000 to \$75,000,000, and that the par value of the stock be changed from \$100 to \$25 a share. It is proposed to issue five shares of the new stock in exchange for each share of old stock, this arrangement being equivalent to a 25 per cent stock dividend, inasmuch as the holders of a share of the \$100 par value stock will receive in exchange five new shares having a total par value of \$125. The directors announced that the new common stock would be placed on a \$2 annual dividend basis, which would be equivalent to \$10 a share on the present common. It is also proposed to reduce the authorized preferred stock from \$30,000,000 to \$25,000,000.

INDIANAPOLIS, IND.—The American Hominy Co., operating the National Elvtr. and the Central Elvtr., has gone into receiver's hands. H. L. Fogg and the Chicago Title & Trust Co. are the receivers. The company has a capital stock of \$2,750,000. The Indianapolis plant has been closed down and offered for sale. Pending the reorganization of the com-



pany the plants at Decatur, Ill., Davenport and Keokuk, Ia., have been closed down and a good part of the selling organization has been dispensed with. George A. Chapman of the Quaker Oats Co. assumed management when the company first became involved. Failure of the concern to meet \$65,000 interest on bond issues Jan. 1 was assigned as the cause. Liabilities were listed at more than \$6,000,000. Assets will aggregate \$6,000,000, officials said. Back of this is the overdevelopment of the corn milling industry under the stimulus of the war and governmental substitution of corn for wheat products, followed by federal legislation putting out of business the distillers and brewers who were large consumers of the products of the American Hominy Co.

## Outlet for Milo, Barley and Kafir?

*Grain Dealers Journal:* Will the Journal please advise us the names of some of the larger manufacturers of chicken feed in Chicago, Detroit, Buffalo, Milwaukee, Peoria or other eastern cities. We want to find an outlet for milo, barley and kafir.—Gano Grain Co., Hutchinson, Kan.

**Ans.:** All the manufacturers who put out scratch grains for poultry find it necessary to use kafir, cracked milo, barley, buckwheat, millet and sunflower seed, any or all of them, often in combination with wheat, cracked corn or hulled oats. Some of the leading manufacturers who put out their own special brands of "scratch feed" are: Acme-Evans, Co., Indianapolis, Ind.; Akron Feed & Milling Co., Akron, O.; American Milling Co., Peoria, Ill.; Arcady Farms Milling Co., Chicago; Clover Leaf Milling Co., Buffalo, N. Y.; G. E. Conkey Co., Cleveland, O.; Corno Mills Co., St. Louis, Mo.; Albert Dickinson Co., Chicago; Dixie Mills Co., East St. Louis, Ill.; John W. Eshelman & Sons, Lancaster, Pa.; Golden Grain Milling Co., East St. Louis, Ill.; D. H. Grandin Milling Co., Jamestown, N. Y.; Hales & Hunter Co., Chicago; H-O Cereal Co., Inc., Buffalo, N. Y.; Hoffer & Garman, Inc., Harrisburg, Pa.; Burton Joseph Co., Chicago; Kasco Mills, Waverly, N. Y.; H. J. Klingler & Co., Butler, Pa.; Chas. A. Krause Milling Co., Milwaukee, Wis.; Ladish Milling Co., Milwaukee; Lancaster Mill & Elevator Co., Lancaster, Pa.; McMillen Co., Port Wayne, Ind.; Miner-Hillard Milling Co., Wilkes-Barre, Pa.; Nowak Milling Corp., Buffalo, N. Y.; Omaha Alfalfa Milling Co., Omaha, Neb.; The Park & Pollard Co., Boston, Mass., and Chicago; Prairie State Milling Co., Chicago; Pratt Food Co., Chicago; Quaker Oats Co., Chicago; Ralston Purina Co., Inc., St. Louis, Mo.; Rosenbaum Bros., Chicago; Tioga Mill & Elevator Co., Waverly, N. Y., and Ubico Milling Co., Cincinnati, O.

## Pools Increase Cost of Marketing.

There can be no benefits from a change in the marketing system unless the costs between the producer and the consumer can be reduced thereby. Efforts to boost the price of wheat to the consumer must in the long run prove futile. The justification of the pool experiment then was the hope that the cost of marketing might be reduced. If the result is that the cost is merely increased through the establishment of an additional handler of the product who turns it over to the elevators without performing any real service, then the producer will be the loser to just that extent.

The price to the consumer is ruled by the world conditions. All wheat-producing countries compete. Even were it possible to pool all the wheat in the world the raising of the price would automatically reduce consumption. Carrying wheat from one season to another would merely increase the costs between producer and consumer by the storage and interest charges and it is evident that the former rather than the latter would have to bear this in the long run.

All efforts to reduce the costs of marketing, co-operative or otherwise, are to be encouraged. Anything which will increase the profits of the farmer will benefit the whole community. But the success of the co-operative efforts of the California fruit growers in organizing a new industry for an unsupplied market should not be confused with an experiment in changing a wheat marketing machine which has been rendered highly efficient through generations of development.—Financial Post.

## Federal Report on Grain Exporters.

The report of the Federal Trade Commission on the methods and operations of grain exporters has been completed by the recent issuance of Volume II, giving statistics and charts, being otherwise a rehash of the opinions and findings expressed by the Commission in Vol. I. Following are excerpts from the report:

**Speculation,** from an economic point of view, has been defined as the assumption of any pre-existing, inevitable business risk of fluctuating values; while gambling is likewise defined as the creation of any new, artificial, pecuniary risk. For example, if speculator A buys 5,000 bushels of May wheat futures sold by grain dealer B as a hedge (B having the actual wheat, or purchase contracts for it), then there is an assumption by A of a pre-existing inevitable business risk inherent in the ownership of the actual wheat, and the transaction is speculation. But, if speculator A buys 5,000 bushels of May wheat futures sold by C, who has neither the actual wheat nor any purchase contract for it, there is the creation of a new artificial pecuniary risk by A and C and the transaction is gambling. The application of trained ability or professional skill to trading in grain futures as contrasted with ignorant plunging or following tips has been used to distinguish speculation from gambling. From a legal and moral viewpoint trading by individuals who do not intend there shall be any delivery of grain involved but that their trades shall be closed out before delivery is gambling. According to any of the above definitions the great majority of futures traders are gamblers, but it is questionable whether any of these definitions is capable of practical administrative application in distinguishing the speculator from the gambler.

No attempt has been made to correlate the daily market news with the price movements for two reasons: (1) The market news can have little or no effect on prices, except as expressed in the buying or selling of futures, and this buying and selling are shown in the tables; and (2) the market news usually selects and emphasizes those items that favor or seem to explain the price changes that have occurred and ignores or minimizes news tending the other way. As expressed by L. L. Winters in a market letter of Hulburd, Warren & Chandler:

We have found it a rule that the news follows the market, rather than the market the news.

**Commission's Theory of Manipulation.**—The price changes which reflect, in part, the opinions of incompetent speculators, ignorant of the highly complex factors that operate in such a world-wide market as the grain trade, must at times be arbitrary and impulsive, especially when there is another class of professional and expert speculators ready to take advantage of the incompetent speculators, or "lamb," by riding the market with them for a while and then slaughtering them.

This operation may be briefly described as follows: When the professional speculator thinks the next movement in future prices is likely to be upward, he accumulates a long line, thus tending to put the prices up. Then, when the prices have increased for a while, the numerous small, incompetent speculators rush into the market on the buying side and help push prices up further. When prices approach a point above which the professionals think it unsafe to follow, they sell out their long line and go short while the lambs are still buying. Then, when prices decline, they buy in their short line. During some options this operation may be repeated two or three times.

To perform this operation successfully, of course the professionals must be experts, not only on the natural demand and supply factors of the market, but also on "lamb" psychology. This requires long and constant training, considerable intellectual ability of a certain order, and undivided attention to the market. The lambs, on the other hand, not having the requisite qualities, the time, or the training, tend to overbuy the market on a rise and to stay "long" until after the prices have slumped, when they are forced to sell out. In other words, the large professional speculators ride the market up with the lambs, but reverse the gear before the crest is reached and ride back to safety, while the lambs are still straining to carry the burden of the market at the crest. Then, when the lambs, exhausted by the load, come crashing down, the professionals pick their bones clean, and another crop of lambs is gone—for a time at least.

In this operation it is quite possible that the future market has not departed much from the natural conditions of supply and demand, and the fact that the cash wheat price fluctuates about as much from conditions which characterize the workings of supply and demand as the future price tends of course to support this view. Unwary merchants even in the cash wheat market may overbuy, or sell too soon, or otherwise incorrectly judge the real trend of their business. In the futures market where there are so many poorly informed and unskilled speculators and gamblers (lambs) there is an even larger opportunity for the skillful trader to make a profit and apparently a more pronounced tendency for the ignorant

traders to overplay an overextended movement.

It is frequently stated that an essential element of gambling, as distinguished from speculation, is that gambling depends upon some fortuitous event while speculation does not. This distinction can not be supported, however, as both speculators and gamblers depend for their gains or losses upon fortuitous or chance events. Whether the prices of grain one week hence will be higher or lower may be as fortuitous as the result of a horse race, because grain prices respond readily to entirely unforeseeable events, such as rains, droughts, floods, hot spells, sudden rumors of war, transportation breakdowns, etc. Among the main items of news affecting the prices of grain, especially grain futures, are weather reports from all over the world. Consequently the distinguishing feature from an economic point of view between speculation and gambling is not the fortuitous nature of the events involved in both of them, but the shifting of a pre-existing inevitable business risk due to fluctuating values characteristic of speculation, instead of the creation of new, artificial pecuniary risks, which are involved in gambling.

From a legal point of view, a large part of the futures trading in grain on the Chicago Board of Trade is gambling; that is, trading by speculators who do not intend that there shall be any delivery of the grain involved, but that their operations shall be closed out before delivery at price differences, although it is generally impossible to make a legal proof of it.

As a contribution to the literature of the grain trade the Commission's report is made almost worthless by such sophistry as is contained in the foregoing paragraph. All through the Commission's report there is a studied effort to make it appear that the exporters were in a price-fixing combination.

A careful reading of the report will show that the Commission was unable to prove a price-fixing combination that was ever made effective; and that the Commission was unable to prove that any individual was gambling in futures.

The report of the Commission gives no aid to the federal department of justice, does not aid local authorities in prosecuting gamblers, does not help the legitimate grain dealer, does not get the farmer more money for his grain, does not show that the Grain Futures Act is a benefit to anyone, and does not make wheat any cheaper to the consumer.

The employees of the government printing office and the army of clerks employed in getting out this 264-page volume are the only ones benefited by the Commission's faithful endeavor to comply with Senate Resolution No. 133. The taxpayer pays the bill and will so long as the Federal Trade Commission is permitted to waste its time and the taxpayer's money.

## Reduced Surtaxes Will Encourage Business.

Bonds of our states, counties and cities are known as tax-free securities for the reason that the owner has no taxes to pay on the income derived therefrom. The consequence is that the states, counties and cities are in position to obtain money with comparative ease, thus leading to extravagance in public expenditures; while our great industrial companies which cannot issue tax-free securities find it difficult to secure the capital necessary for development and expansion except at high interest rates.

Failure on the part of industry to secure necessary capital means contraction instead of expansion in our industries, and this in turn means high production costs, low consumption and greater danger of unemployment. On the other hand, substantial reductions in surtax rates will release capital for industrial expansion, and this should supply employment, reduce production costs and result in our ability to better develop American industry in competition with the world. Also, the treasury department states that in all probability the revenue from the reduced surtax rates will soon equal or exceed what would accrue at the present rates, because of the encouragement which the changes will give to productive business.—John J. Raskob, Chairman of the Finance Com'te of General Motors.



### Cairo Rate Complaint Dismissed.

The Cairo Board of Trade complained to the Interstate Commerce Commission that the local, proportional and reshipping rates on grain and grain products from Cairo to Louisiana and Arkansas points are unreasonable in and of themselves, and when used as a basis for constructing thru rates from points beyond; and that the local, proportional and reshipping rates on grain and grain products from Missouri River markets, Omaha, Neb., to Kansas City, Mo., inclusive, and Des Moines, Ia., on the one hand, to Arkansas and Louisiana points, on the other, in and of themselves, and when used as a basis for constructing rates from points beyond, accord undue preference and advantage to the Missouri River cities and Des Moines, to the undue prejudice and disadvantage of complainant's members.

Complainant sought a basis of rates from Cairo lower by not less than 16.5 cents on wheat and 15 cents on corn and oats than the proportional rates from Omaha to the same destinations. In other words, complainant virtually asked that the rates from Cairo be made differentials under Omaha to the extent of the proportional rates from Omaha to Cairo. The Memphis Merchants Exchange and the Merchants Exchange of St. Louis intervened on behalf of complainant and asked that relatively the same measure of relief be accorded Memphis, Tenn., and St. Louis, Mo. The grain exchanges of Omaha, St. Joseph and Kansas City intervened in opposition to any change from the present basis.

In its decision the Commission said: Ordinarily ton-mile revenues should decrease as distance increases. The distances compared from Omaha and Des Moines are much greater than those from Cairo. The ton-mile yield under the rates from Des Moines and Omaha is in all cases lower to Arkansas points than to Louisiana points, altho the distances to Louisiana are considerably greater than those to Arkansas. The discrepancy in ton-mile yield does not show, necessarily, that the Cairo rates are unreasonable. The rates assailed are, generally speaking, not higher than those which recently became effective as a result of our decision in *South Dakota R. R. Commissioners v. Director General*, 73 I. C. C. 347. Those rates apply from South Dakota producing points east of the Missouri River to points in Iowa, including Des Moines, thru more favorable territory, from the standpoint of transportation conditions, than that here involved.

Complainant does not assail the inbound rates to Cairo. In *Cairo Board of Trade v. A. T. & S. F. Ry. Co.*, 61 I. C. C. 219, we held that rates on grain from points in Iowa, Nebraska and Missouri to Cairo were not unreasonable, unjustly discriminatory, or unduly prejudicial. Proportional rates of 16.5 cents on wheat and 15 cents on corn from Omaha to Cairo yield 5.8 and 5.3 mills per ton-mile by way of the short-line distance of 566 miles. One of the principal witnesses for complainant characterized as reasonable rates of 14.5 cents on wheat, corn, oats and barley which apply from numerous central Illinois points to Cairo. On the Illinois Central the 14.5 cent rate is blanketed from Mattoon to Gilman, an average distance of 239 miles, for which it yield 12.1 mills per ton-mile. The territory between central Illinois and Cairo is more favorable from a transportation standpoint than that from Cairo south to Louisiana and Arkansas. With due weight given to this factor the average ton-mile yields from Cairo reflected by complainant's statistical statements do not appear unduly high by comparison.

While all of complainant's rate comparisons have been given careful consideration, certain of them do not appear proper criteria of reasonable rates from Cairo to Arkansas and Louisiana points. For example, the grain rate from St. Louis to Memphis fixed by us in *Rates to, from and between Points South of the Ohio River*, 64 I. C. C. 306. We have frequently referred to the fact that rates in the Southeast, including the Mississippi Valley, are as a whole on a lower level than rates in the Southwest. *Memphis-Southwestern Investigation*, 77 I. C. C. 473, 502.

From Omaha, St. Joseph, Kansas City, Des Moines and adjacent territory the short routes to Louisiana and Arkansas points are not by way of Cairo. The circuitry of the Cairo route varies from a few miles to several hundred miles, depending upon the points of origin and destination selected.

Complainant's members are not able in all cases to control the routing thru Omaha, in which event higher combination rates on Cairo must be paid. Hence complainant sought to have the rates break at Cairo so that grain from originating points north, northeast, west

and northwest of Cairo may move thru that point free from the disadvantage incident to transit. In this respect Cairo is not under any more handicap than many other grain markets more advantageously situated.

Grain rates do not break at Kansas City on traffic from Iowa and Nebraska to Louisiana and Arkansas, altho generally that point is directly intermediate from Omaha to destinations in those States. For example, on coarse grain the thru rate from Omaha to Little Rock is 28 cents, as compared with the Kansas City combination of 31 cents. The distances from Omaha to Little Rock are 691 miles by way of Kansas City and 819 miles by way of Cairo. If complainant's request were granted, the rate by way of Cairo would be 28 cents, as compared with 31 cents, the Kansas City combination by way of the direct route. Kansas City, under transit rules, secures the benefit of the thru rates from Omaha in the same manner as does Cairo.

From country stations in Iowa and Nebraska to destinations in Louisiana and Arkansas other than certain points on the Texas & Pacific and Morgan's Louisiana & Texas, the Cairo combination is uniformly higher than the rates by way of direct routes through Omaha and Des Moines. This is due to the proximity of those markets to the producing territory, which, generally speaking, is far removed from Cairo; and to the fact that the route thru Cairo is circuitous.

We find that the rates assailed are not unreasonable or unduly prejudicial. The complaint will be dismissed.—83 I. C. C. 761.

The South Manchuria Railway Co. is considering the erection of elevators at Dairen, Changchun, and Kaiyuan. The plans is to spread over a period of four years, the outlays necessary for this purpose commencing with the next fiscal year and the sum of 2,000,000 yen will be expended. (The present value of the yen is \$0.466.) A com'te has been appointed comprising a chairman and 10 technical men to consider the various types of installation as well as details in regard to operation. It is stated that as Manchuria has a great future as a grain-producing country, American engineers should make a special effort to secure the initial contract when tenders are invited.—Consul J. W. Ballantine, Dairen, Manchuria.

### Transactions of Large Traders to Be Made Public.

The senate com'te on agriculture on Jan. 8 ordered a favorable report on the resolution introduced by Ladd of North Dakota providing for publication of the transactions of speculators in wheat. The resolution providing for more meddling with the grain business follows:

#### Expose Professional Traders.

S. Res. 9 by Ladd reads that, Whereas, since the Grain Futures Act was declared constitutional by the United States Supreme Court, on April 16, 1923, members of the Chicago Board of Trade and other grain exchanges, with few exceptions, by means of their daily market reports and published opinions in the daily papers, and also market press reports written in Chicago and given wide publicity, together with syndicated articles which there is reason to believe had their inspiration in the board of trade, have systematically opposed the price of wheat, or, in trade terms, tried to "bear the market"; and because of this condition, there is reason to believe that the market was, except during brief intervals, depressed by short selling by professional traders or speculators, and that the price has been depressed and held materially below a level warranted by legitimate supply and demand conditions; and furthermore, because no information has been published by the Department of Agriculture regarding the activities of such speculators: Therefore be it

Resolved, That the Sec'y of Agriculture be directed to take steps at once to determine, thru the Grain Futures Administration, the position on the market taken by the well-known professional speculators and the members of the large "futures" commission houses of the board of trade, and promptly publish the findings, without opinions by the investigators as to the effect which the trading by said professionals may have had.

### Unemployment in Mines Dominated by Union.

At the convention of the United Mine Workers of America, to be held at Indianapolis Jan. 23, "miners will face a new situation," according to Duncan McDonald of Springfield, former president of the Illinois Mine Workers. "Unemployment is the great problem to be met. One thing that will be insisted on is a shorter working day so that the small amount of work may be more equally divided among those engaged in the mining industry. A 6-hour day should be agreed upon without difficulty."

F. C. Honnold, sec'y of the Illinois Coal Producers Ass'n, says: "There were about 352 mines in operation in Illinois in 1920. Now the total is down to 261, and in a year, unless the wage and competitive conditions are changed. A little over a month ago eighty-one Illinois mines had been closed. Ten have been added to the list since. Twenty of these ninety-one have been abandoned. The other seventy-one are closed for an indefinite period. They probably will not be reopened until a wage scale which will permit operation is made effective."

In Illinois 30,000 miners have been out of work since last June, and 50,000 more are working only 20 hours a week. In the Hocking Valley of Ohio 10,000 miners have been idle.

The Southern Gem Coal Co. went into the hands of a receiver Jan. 2, after losing \$1,500 a day by paying the union scale of wages. The company operated mines in four counties of Southern Illinois and produced 2,000,000 tons of coal yearly. Its liabilities are \$8,500,000.

P. H. Penna, sec'y of the Indiana Bituminous Coal Operators Ass'n, says: "There will have to be, if not now, at an early date, an equalization in wage schedules by one of two methods, viz., what is known as non-union fields increasing their schedule of wages to that of the union field, or by reducing the schedule of the union fields to those that are non-union. How or when that can be accomplished only the future can determine, but its accomplishment is inevitable.

"Economic law is not destroyed; its proper functioning is suspended by artificial interferences, among which is the unscrupulous politician of the Pinchot type who would make the interests of the industry and of the Nation subservient to his own selfish interests, and other politicians and statesmen who do not know that the greatest service that they could render the industry and the people is to permit it to solve its own problems.

"The miners, engaged from all walks of life, having learned that they can earn as much money in half time employment as their services could command in other walks of life of full time employment, are and will be reluctant to change occupations. Time only can remove those difficulties, and the time required for the job will depend on the extent to which such artificial interferences are permitted to delay the unimpeded functioning of economic law.

"We are concerned now with an enervating uncertainty as to what the Congress now in session is going to do to the industry; if it acts wisely, which is almost too much to expect, or if it simply does nothing but let us alone it will aid materially the approach to normalcy. If, on the contrary, it undertakes, as it probably will, to interfere with our industry through more commissions and bureaus and other annoyances; then the desired time will be proportionately delayed."

The greatest good to the greatest number demands that the unnecessary workers who insist on living off the industry be driven out into other lines of work, so that those who remain can work full time at full pay, while the cost of coal is lowered to the user. This will result from the free play of economic law unhindered by legislative restrictions or labor monopoly.



## Shippers Should Never Give General Release on Railroad Claims.

BY OWEN L. COON.

Grain shippers should refuse to give any railroad a general release of claims on "all cars shipped prior to . . . ." (a date being inserted by the representative of the railroad). Some shippers are doing so at the present time, apparently with the mistaken idea that by so doing they will receive a more liberal settlement on claims filed, and without any injury to their own interests.

Not one grain shipper in two hundred files claims on *all* cars where he has money justly due; in fact, out of more than five hundred country grain shippers who requested an experienced traffic firm to audit their account sales for all possible claims during the past year only *two* were found to have filed practically *all* the railroad claims to which they were entitled. This was after the shippers had picked out all the claims they could find themselves. The finding of *every* possible claim that can arise in connection with a shipment has become such an involved matter that no one short of a claim and traffic expert is likely to find them all. Railroad claim agents who have come to a full realization of this fact are now seeking to bar the future filing of additional claims by demanding general releases.

When a shipper after filing claims direct with the railroad company, through an attorney or a commission house, receives a visit from a railroad representative who offers an exceedingly attractive settlement, and only asks in return the signature of the shipper to a document of a few lines, releasing the railroad in general terms from further claims on *all* cars shipped prior to a certain date, it is certain, the shipper has other legitimate claims on his books that have not yet been filed. The carrier is anxious to secure a release of the undiscovered losses by the settlement of claims then pending. If the proposition of the railroad is accepted, the shipper may never discover to what extent he is injured. The railroad has knowledge as to the probable amount of the unfilled claims being released, while the shipper is in entire ignorance. The carrier, on the other hand, can hardly be expected to

request the shipper to file a claim. The filing of the claim is strictly the affair of the shipper—not the carrier.

In situations such as outlined, the shipper should agree to settle pending claims already filed on their respective merits, but reject any and all propositions involving the signing of a general release. As soon as possible thereafter the shipper should have his account sales audited by some claim or traffic expert to see what claims are unfilled, which in all fairness should be filed and pushed to a satisfactory conclusion. Remember that not one shipper in two hundred is sufficiently acquainted with claim work to find all of his claims. It would seem best to play safe and in all instances refuse to give general releases of claims on *all* cars shipped prior to a certain date.

## Absorption of Hydrocyanic Acid.

In the U. S. Dept., Agr. Bul. 1149 (1923), pp. 16, pl. 1, E. L. Griffin, I. E. Neifert, N. Perrine, and A. B. Duckett report the results of an investigation of the amount of hydrocyanic acid absorbed under ordinary conditions of fumigation by various fruits, vegetables, and seeds, and of the rate at which the gas is given off on exposure of the products to air.

In the work with seeds and flour, in addition to the points investigated with fruits and vegetables, studies were made of the rate at which the gas was dissipated on storage, the effect of evacuating the chamber several times after fumigation, and the relation of the concentration of the fumigant to the quantity absorbed. The materials tested included navy beans, white field corn, cowpeas, wheat, and flour, all of which were fumigated in amounts of 15 lbs.

All of the seeds absorbed hydrocyanic acid in rather large amounts, most of which disappeared within 4 days. After this the disappearance was very slow, a small amount being present at the end of 3 months. The disappearance of hydrocyanic acid from the flour was more rapid than from the seeds, no traces of it being present at the end of a week. Evacuating the chamber after fumigation did not tend to remove the absorbed hydrocyanic

acid. The concentration of the gas had a marked effect on the quantity absorbed by the product. This was noticeable after 3 months.

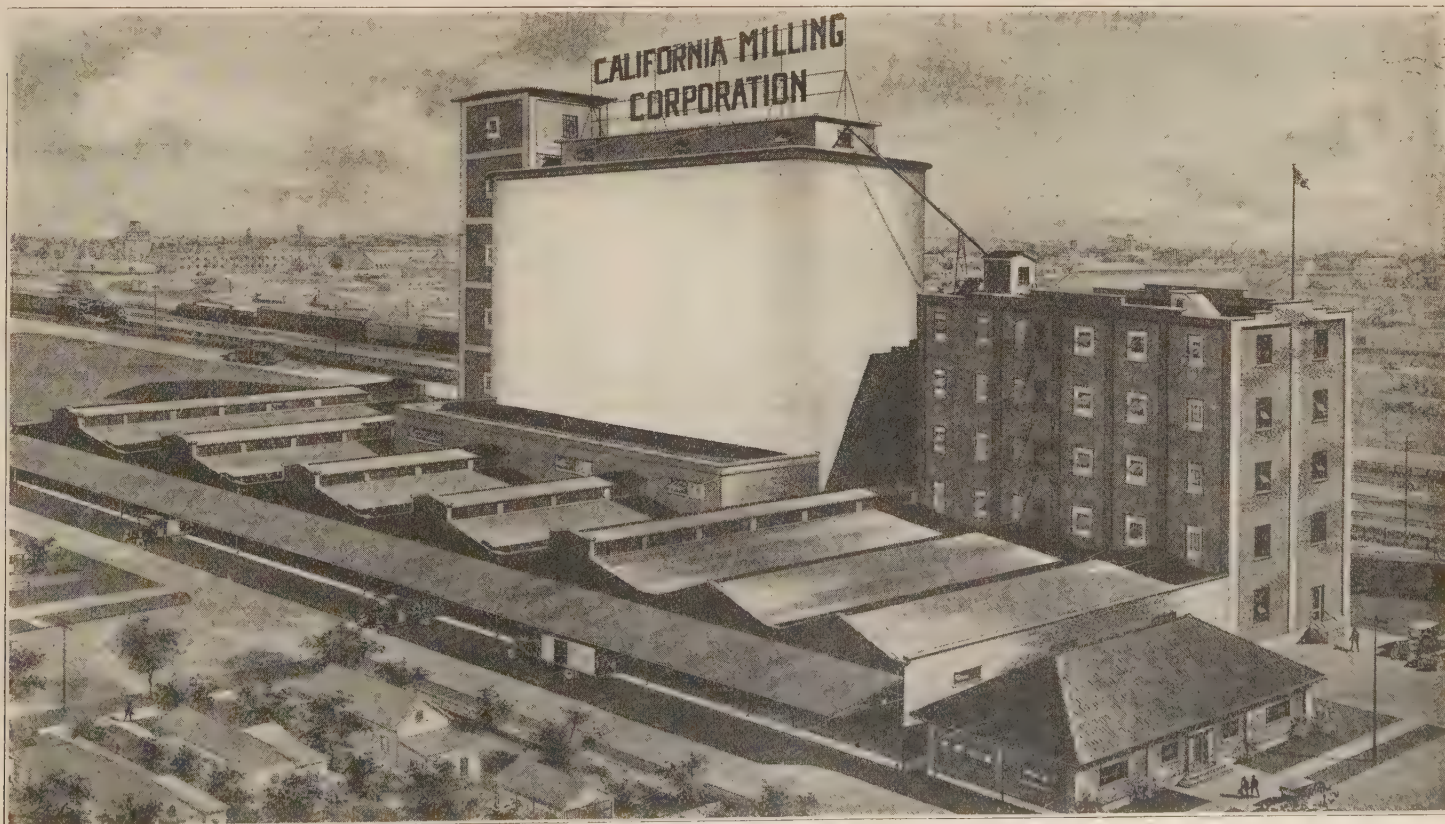
## New Grain Mill at Los Angeles, Calif.

The increasing bread consumption in southern California is increasing the demand for good wheat flour and naturally improving the opportunity for new flour mills and grain elevators. One of the latest improvements along this line is the attractive plant of the California Milling Corporation at 1861 West 55th Street, Los Angeles. This company is owned and controlled by the Phoenix Flour Mills of Phoenix, Arizona, whose president is Max Viault of Phoenix, Arizona. Frank Viault is president of the California Milling Corp., A. J. Viault will act as secretary and superintendent of the plant, and Dixon Fagerberg as vice-president.

The Phoenix Flour Mills also owns and operates mills and grain storehouses at Tucson, Mesa and Safford, Ariz. The new plant in Los Angeles which is illustrated herewith will afford storage room in its new reinforced concrete elevator for 168,000 bus. of wheat. The flour mill will have a daily production capacity of 500 bbls. The cereal plant will be able to turn out 100 bbls., and the mixed feed plant 100 tons daily. The new elevator is said to be the largest reinforced concrete elevator in southern California and the mill is being equipped with modern up-to-the-minute machinery. The plant will turn out both hard and soft wheat flours and should provide a ready market for the wheat growers of that section of the country.

The ever increasing success of the Phoenix Flour Mills and its affiliated companies no doubt will give encouragement to others.

The new Roumanian export taxes on grain, flour, etc., can be paid in sterling, dollars, or francs. Exchange values are fixed as follows: £1 equals Lei 730.00. Altho £1 sterling is now worth 860 Lei and the dollar 197 Lei, it is apparent that the duties would actually be increased if paid in these currencies; but if paid in French francs the duties would be decreased.



Concrete Grain Elevator and Modern Mill at Los Angeles, Calif.



# Another Radical Plan to Enslave the Wheat Grower

The leaders of the Oregon State Bankers' Ass'n evidently are confident they know all about the grain business hence they do not hesitate to advise men who have devoted their lives to the economical marketing of grain how to improve the service. Recently the Ass'n had the audacity to approve the radical plan of the American Wheat Growers' Ass'n and to recommend the plan to the Portland Chamber of Commerce for its consideration. The Executive Com'te of the Merchants' Exchange in behalf of the grain trade of Portland responded with a brief from which we take the following:

The Portland Chamber of Commerce has for consideration a resolution adopted by the committee of the Oregon State Bankers' Association approving the plan of the American Wheat Growers, Associated, Inc., for proposed legislation to be placed before Congress. This plan is known as the American Wheat Growers' Plan.

## THE PLAN.

Briefly, it contemplates the following:

1. The assessment by the federal government of a tax of seven cents per bushel upon all wheat grown in the United States.
2. The application of the proceeds of this tax as a premium to be added to the price of all wheat and flour exported.
3. The operation of this plan by an export commission to be created by legislation, consisting of the Secretary of the Treasury, the Secretary of Commerce and the Secretary of Agriculture.
4. The amount of the tax and premium to be subject to revision by the commission from year to year, according to the amount of the exportable surplus, always to be fixed so that the price of wheat to the farmer will be maintained at a point equal in purchasing power to the pre-war value of the commodity.
5. The present tariff of 30 cents per bushel is to be increased to at least 60 cents per bushel.

The grain trade has always felt some diffidence in expressing its views upon various plans that have been promulgated for the purpose of aiding the farmer. This is due to the fact that so much capital has been made by politicians and exploiters of the farmer of the poor treatment he is alleged to have received at the hands of the terminal grain dealers and merchants. The grain trade has felt so certain of the impracticability of all of the schemes proposed and measures taken that dealers have deemed it best heretofore not to resist these plans, but to let the interested parties learn the bitter lessons of economics from experience. The measures have fallen or are falling of their own weight. The grain trade has been injured to an appreciable extent and no one has been able to prove that the farmer has benefited an iota.

The present plan, however, is more than a proposal for the temporary relief of the suffering wheat farmer. It is a plan which means, in effect, the placing of a federal commission in direct, active and permanent control of the country's largest and most basic industry. It contemplates, without question, the elimination of the present private and competitive marketing system of wheat. It proposes the substitution of a guaranteed "price for wheat, maintained at a point equal in purchasing power to the pre-war value of the commodity." It proposes the regulation of this price by an export commission and the operation of the plan through co-operative marketing associations.

From this it is apparent that there are only two questions to consider in the discussion of this proposal:

1. Under this plan it is possible to guarantee the producer of wheat a price for his goods which will assure him a profit.

2. Can marketing through co-operative associations be more beneficial to the farmer than the present competitive system, and should co-operative marketing be extended?

This proposal is nothing more or less than price-fixing. This statement has been and will be most strenuously denied by the advocates of the plan. The sixth section of the proposed plan reads as follows: "The tax and the premium to be subject to revision by the commission from year to year, depending upon the probable amount of the surplus, always so fixed that the price of wheat to the farmer will be maintained at a point equal in purchasing power to the pre-war value of the commodity."

The purchasing power of the pre-war value of the commodity is presumably a known, fixed quantity. The price is to be regulated from year to year to equal this known fixed quantity. The American Wheat Growers, Associated, Inc., state that this is not price-fixing. Its promoters call it "the reverse application of the tariff principle." But the effect is the same. They propose to maintain the price at a fixed value, call it by any name that is desired.

Arguments against price-fixing must have been obvious to the advocates of the plan, for indirectly they admit such arguments, and the impossibility of securing sufficient support to pass this measure if recognized as price-fixing. This they have done by their unwillingness to permit the proposal to be known under that name. The chief objection to price-fixing is that it invariably results in over-production. The proponents of the plan therefore state:

"Will this plan increase production by increasing prices?"

Answer: No, because the tax will be an ever-present argument to all farmers of the evil of growing an excessive surplus.

And it is obvious that the greater the exportable surplus the higher the tax and the less the net results.

This is a glorious paradox. How can we reconcile the statement, "the greater the exportable surplus the less the net results," with the statement in Section 6 that the tax and premium is to be revised by the commission from year to year, depending upon the probable amount of the surplus, always so fixed that the price of wheat to the farmer will be maintained at a point equal in purchasing power to the pre-war value of the commodity? If the price is not maintained when there is over-production, Section 6 of the proposed plan is void. We do not need an elaborate scheme of taxes and rebates to guarantee the farmer a maintained price when he underproduces and a low price when he overproduces. We have that condition already.

Assuming that the plan could be made to operate as outlined by its proponents, it is objectionable, for the following self-evident reasons:

1. The plan is economically unsound. It is an artificial means of stimulating an industry in which there is already over-production.

2. The effect of such a measure would be cumulative. The burden to be artificially borne due to over-production would become greater and greater each year, and unless this plan was permanently adopted all would end in economic disaster.

3. The plan proposes class legislation. It contemplates an indirect tax upon the public at large of 23 cents per bushel upon each bushel of wheat produced through an increase in price to the domestic consumer. This

amounts to a subsidy for the benefit of the people proposing less than 12 per cent of the total value of the country's principal farm crops.—(From the final estimates of the U. S. Dept. of Agri., dated Dec. 17, 1923.)

4. The plan will result in the practical confiscation of private property. It has been proven in the past few years that the co-operative marketing associations cannot hope to displace the private exporters or grain dealers in fair and open competition. However, this plan proposes to legislate the private exporters and grain merchant out of business. It is stated in support of the proposed plan that "it will greatly assist the growth of co-operative marketing associations." It is also stated that "it will leave to the co-operative marketing associations the problem of controlling orderly distribution of the domestic consumption."

5. It is a further entry of the Federal Government into private business. The present administration is pledged to stand aloof from the conduct of private business enterprises except for the correction of abusive tactics and illegal practices. There has been no claim made that such conditions exist in private and competitive handling of grain.

Benefits of co-operative marketing. Our second question as to the benefits to be derived to the farmer from the extension of co-operative marketing is a subject by itself.

1. Co-operative marketing has never been able to displace the private and competitive system of grain handling in open competition.

2. To force the extension of co-operative marketing through legislation is not only eminently unfair, but should certainly not be accomplished until the co-operative associations assume the burden of proof, and show beyond a reasonable doubt that they can operate for as low a cost per bushel handled as the private dealer who handles an equal quantity of grain. The human race is so constituted that men have always worked and accomplished more for their own private gain than in the services of the public.

3. That since the days of the Corn Laws in England there have been many periodic attempts by legislation and otherwise to eliminate the private and competitive system of handling agricultural products. Such attempts have always ended in expense, inefficient handlings and graft; and eventually the field has been opened once more to private and competitive handling. This is at least some evidence that in the long course of human affairs the problem can better be handled for the producer by private and competitive individuals under a small margin of profit.

4. That there is little or no room for the reduction of expenses in the handling of grain. It is handled at present by private dealers at so low an overhead cost that even were all this overhead eliminated would not appreciably help the farmer.

5. Co-operative marketing, if extended, would open the door to still further class legislation and class evasion of monopolistic combinations prohibited by the Sherman Anti-Trust Act. The proposed plan deals exclusively with wheat. Many farmers grow other crops, such as corn, oats, rye, barley, flax and fruit. One farmer may raise but one crop, and this of some commodity other than wheat. Every cereal mentioned is selling at a low price. It would not be long before we would be requested to fix the price for rye, corn, barley, oats, fruit and other commodities. When we have done this there are many branches of the milling business whose mills, idle since the war, may want a living price fixed for that commodity.

In closing, we wish to emphasize our arguments by quoting some statements from presumably impartial authority and investigators who have thoroughly studied this problem.

John Quincy Adams, president of the Farmers' Union for Washington and Northern Idaho.  
[Continued on facing page.]



# Country Elevator Accounting

## A Year's Results

By C. A. LOVELL

The only value that can possibly attach to any system of accounting is the information which it will disclose to the owner and manager of the business. If sold as paper, the books of the average business would not pay the bookkeeper's salary for one day; and they are as devoid of literary or artistic merit as the proverbial mud fence.

Neither will the best set of books give very much information unless it is made to do so, and for this reason it is imperative that every business man shall study his books if he expects them to furnish any worthwhile guide for his future policies.

**Fiscal Periods:** Most grain dealers have either an annual or semi-annual date for the closing of their books. Probably half of them have just finished going thru this process, casting up their affairs for the year 1923, or they are still engaged in the task. The others will be called upon to do the same work July 1, or at the end of some crop year which they use in their business.

If the books have been properly kept the task is a pleasure. If poorly kept it may be a difficult job, while in a few cases it will be a practical impossibility to complete the work in a perfect manner. A fair idea of the time required to close the right kind of a set of books may be gained from one example, where the system covers a home office, a commission business and a line of elevators, all of which the regular bookkeeper was able to close in about four hours, and that without working very hard.

After the books are closed and the income tax statement prepared the matter may be ended, or the dealer may proceed to learn something about his business as shown by the various accounts.

First of all he will want to know how much grain and other commodities he handled. To have these figures in terms of cars will be helpful; but not until they are known in bushels of wheat, corn, oats and other grains, in pounds of coal, bags of feed, etc., will they be of real value. The dealer who fails to learn this, and that in exact figures, is stopping short of true efficiency.

The next question to arise will be the cost of conducting the business. That should be easy to determine by a simple addition of the cost accounts, which will include expenses of various kinds, interest, wages, rentals, etc.

Two starting points for an interesting study of the business will then have been formed. The first pleasant diversion will be to determine how much it cost to handle each bushel of grain, each ton of coal, and each bag of feed. Probably the expense accounts will not be divided to show an exact apportionment among the several items. An example will suffice to show how this may be handled.

Supposing that only one kind of grain is handled, it is a simple matter to understand that all of the power required for the operation of the elevator is chargeable to this one grain. If there are two or more grains, then each should bear its pro-rata share of the power cost, the proration being figured on the basis of the number of bushels handled. It may not cost quite as much to elevate a bushel of oats as it does to elevate a bushel of wheat, but the difference will justify consideration.

Something of the same method of proration should be used in apportioning all cost items among the several commodities. It will have to be done by a process of estimating in many cases, but even if it is not exactly

correct it will be better than making no effort to learn the cost of handling.

**Losing Commodities:** In passing it might be remarked that one of the greatest inefficiencies of business establishments today is that they are handling some commodities at a loss. The coal which a grain dealer handles may not be paying its own way, but he will never know that unless he does some figuring after his books are closed for the year. By knowing that a certain commodity is causing a loss, the manager of the business may be able to discover and stop a leak that will result in a profit this year. If he cannot discover the leak, or cannot stop it after discovery, it were far better to discontinue that particular commodity than to run the risk of another loss on account of it.

One cost entering into a country grain business which cannot be determined except by a study of the books after a year's end is that of grain shrinkage. The dealer must know, first, exactly how many bushels of grain he has bought over his wagon scale; then how many he has received pay for at terminal markets. The difference will represent shrinkage, and by multiplying the number of bushels by the average cost per bushel the gross cost of shrinkage can be learned. From the amount so obtained the dealer should deduct any sum that he has received on railroad claims.

It will then be in order to divide the net shrinkage cost by the number of bushels purchased to learn the shrinkage cost per bushel, and, finally, this bushel cost should be added to other bushel costs in finding the cost of running the business.

**High operating costs** have wrecked more business institutions in recent years than all other influences combined. The grain dealer is particularly liable to figure too low because he is engaged in a business whose costs are remarkably small when figured on the bushel basis. The individual dealer must make sure that he is not overlooking some hidden defect or intangible cost in his own business as he goes along, meeting competition and following practices that have proven profitable elsewhere.

**Inventories:** It should be noted immediately after the books are closed at the end of the year that the inventory must be in a definite form for income tax purposes. The collectors of internal revenue furnish a Certificate of Inventory, Form 1126, for this purpose. Each dealer should record his inventory in definite and detailed form for later transcription to this certificate.

By obtaining a verification of inventory at the close of a year, the internal revenue service is automatically provided with a beginning inventory for next year's tax return. The two should always agree, or there must be a definite explanation for any variation.

**Depreciation** is another item which Uncle Sam allows every business man to figure. But it, too, must be done according to a definite scheme. The depreciation account must be a permanent one for each item for which it is claimed, thus precluding any haphazard cutting off of a certain amount this year and another next.

Depreciation is also an item which enters into the cost of operating a country elevator business, although it is safe to say that not one dealer in ten takes it into account when he estimates his bushel costs.

Still another cost item of a somewhat intangible nature is that of interest on investment. Some authorities hold that this should not be figured against the business itself, that it is one of the expected elements in a busi-

ness undertaking, and, therefore, offset by the profit derived from operations. A more sensible view, however, seems to be the one which holds that the money invested in plant and equipment is tied up, precluded from earning interest which it might obtain from an investment of another nature, and that the commodities handled should bear the interest cost. All that is required in figuring the cost incident to interest on invested capital is to determine the capital itself, multiply it by a fair rate of interest, then add the sum obtained to other costs.

While these suggestions point out some of the interesting and helpful studies which the individual dealer may make upon his own books they do not exhaust the list by any means. In fact, the books of any country elevator will contain endless possibilities for retrospective musings on days when inclement weather forbids the hauling of new loads of grain.

## Another Radical Plan to Enslave the Wheat Grower.

[Continued from facing page.]

in speaking of the co-operative marketing said:

"Just a simple contract to tie up the farmers and let strangers sell their grain for them for a term of years, and they have contributed as a nest egg \$250,000 to pay those who do the organizing with the privilege of fixing their own salaries and those whom they employ, deducting from this amount any other that will be required to do the work from the grain of those who would be unfortunate enough not to understand the inner workings of the latest patent."

**Sidney Anderson:** A most careful and unbiased investigation into the subject of distribution was made by Congressman Sidney Anderson, of Minnesota, chairman of the joint congressional commission of agricultural inquiry. Nearly 3,000 experts in industry, banking, transportation and agriculture, for the most part loaned to the commission, but whose estimated salaries approximate \$5,720,000 for the year's time involved, assisted in the work. Mr. Anderson is clear-thinking, hard-working, fair-minded, a representative of an agricultural community and by training and disposition would at least not lean away from the producers' viewpoint and interests.

If such commission as the above could not after this careful and unbiased investigation find the formula for the solution of the problems of the American farmer, we do not believe that any plan of the American Wheat Growers, Associated, Inc., offered as such a solution should be accepted until the proponents of the plan can clearly prove beyond a reasonable doubt the feasibility thereof. Congressman Anderson further states that the middleman was not found to have been exacting any undue profit and that co-operative marketing associations had themselves proved to the farmer that the grain dealer and exporter was efficiently and at a low cost serving him as well as he could serve himself.

## Farmer-Manufacturer Convention.

The advance registration at the headquarters of the Farmer-Manufacturer Convention shows that twenty-one states in the Union will be represented by leading farmers and manufacturers.

The Convention's headquarters will be moved on Jan. 12 to the Congress Hotel, Chicago, where all sessions will be held. The sessions include four-day meetings and two luncheons and a dinner and evening meeting Jan. 14. The proceedings will begin Jan. 14 at 10 a. m.

The executive committee in charge of the convention is composed of Farmers James R. Howard, Pres. National Transportation Institute, Chicago, Ill.; Charles S. Robinson, La Salle, Ill.; Frank W. Harding, General Executive, American Shorthorn Breeders' Assn., Wheaton, Ill.; John G. Brown, Pres. National Live Stock Producers' Assn., Monon, Ind.; Charles A. Bingham, Birmingham, Mich.; O. E. Bradfute, American Farm Bureau Federation, Xenia, Ohio; James E. Byrnes, Baraboo, Wis. Manufacturers Dorr E. Felt, Chicago, Ill.; Samuel M. Hastings, Chicago, Ill.; R. P. Lamont, Chicago, Ill.; Charles Piez, Link-Belt Co., Chicago, Ill.; William Butterworth, Moline, Ill.; E. C. Heidrich, Jr., Peoria, Ill.



## Grain Carriers

THE NEW YORK CENTRAL Railroad Co. is in the market for 10,000 freight cars.

THE HEARING on western grain rates was reopened at Kansas City Jan. 3. Hearings have been held at Spokane, Minneapolis, San Francisco, Phoenix and Atlanta.

THE GIRARD POINT Elevator of the Pennsylvania Railroad at Philadelphia made a record for the house recently by loading 258,000 bus. wheat in the steamer Stromboldi in 7½ hours.

ONE of the largest cargoes of oats ever carried on the Great Lakes arrived at Buffalo recently on the steamer Russell Hubbard for export to Great Britain. The boat had 576,300 bus.

ST. LOUIS, Mo.—The Chamber of Commerce and other organizations filed a complaint against 650 carriers with the Interstate Commerce Commission, alleging that St. Louis is discriminated against in the matter of railroad rates to the Southwest to the benefit of points of origin in the East and Chicago.

THE PROPORTIONAL rates, 13 cents on wheat and articles taking same rates and 11.5 on corn, rye, oats, barley and articles taking same rates, from Winona, Minn., to Milwaukee, Wis., Chicago, Ill., etc., were cancelled effective Jan. 1, in Supplement 6, to Chicago and North Western tariff 11475-I, I. C. C. 9185, and Supplement 8, to Chicago, Milwaukee and St. Paul tariff 2463H, I. C. C. B-4862. On and after Jan. 1, 1924, local rates, 18 cents on wheat, etc., and 16 cents on corn, etc., will apply.

THE AMOUNT of grain in elvtrs. at Buffalo according to the Williamson Forwarding Co. as of Dec. 17 is 18,997,153 bus.; afloat to elevate, 3,441,056; in transit for elevating, 1,843,916; in boats for storage, 19,189,881. The list of storage cargoes includes 19 for the Washburn Crosby Co. About four-fifths of the storage grain is wheat. One hundred and five steamers and four barges will lie over for the winter in Buffalo harbor and at Tonawanda sixty-five of the ships are lake freighters of the grain fleet. A year ago 138 craft wintered here with 29,000,000 bus. of grain stored.

Freight Claim Agt. C. H. Dietrich of the C. M. & St. P. R. R., in bragging about the reduction of freight loss and damage claims since 1920, writes: "Another interesting factor in connection with prompt settlement of claims is the number of claims disposed of within ninety days of presentation, and in January, 1921, the reports from all lines indicated 77.5 per cent of all claims filed disposed of within ninety days, while in August, 1923, 85.3 per cent were disposed of within that period." Grain shippers have long been grieved by the dispatch with which just claims are frequently "disposed of" by the C. M. & St. P. Claim Dept., in fact they suspect that many of their claims are rejected without investigation or fair consideration.

SOME ROADS are planning to build new lines. The Southern Pacific has authorized a cut-off 118 miles long from Kirk, Ore., to Oakbridge, involving an expenditure of \$18,000,000. The Illinois Central has an appropriation of \$6,178,000 for the construction of its proposed line from Edgewood, Ill., to Fulton, Ky. The Union Pacific plans to construct a branch line a distance of 94 miles from Rodgeron, Idaho, to Wells, Nevada, for which \$3,600,000 has been appropriated. This road also has under construction an additional main line through Boise, Idaho, and an extension from Crane, Ore., to Burns, 32 miles, which are estimated to cost \$4,400,000. The Florida East Coast will build an extension of 36 miles at a cost of over \$1,000,000.—*Railway Age*.

A COMPLETE REVISION of all freight rates would result if Congress were to carry into effect the recommendation by President Coolidge and order "an entire reorganization of the rate structure." The investigation would take 8 months' time and the change in rates might uproot many established industries.

THE TEXAS Railroad Commission has ordered that Texas Lines Tariff 2-H, R. C. T. No. 52, be amended as follows: 1. Amend Item No. 1460-A (as established by Circular No. 6003) by canceling the application of the Column 2 rates and substituting therefor the following: "Column 2 rates apply on: Cotton seed hulls, cotton seed bran, rice bran, rice hulls and peanut hulls, ground, in straight or mixed carloads; minimum weight 30,000 pounds, except when actual weight of car loaded to full space capacity is less than 30,000 pounds, such actual weight shall govern." 2. Amend Item No. 1463-A (as established by Circular 6003) by including "peanut hulls, ground" following the words "rice hulls" in the rule therein provided and covering mixed cars of the commodities stated. Effective one day after publication by carriers.

BUFFALO, N. Y.—The Superior Elevator Co. is getting splendid results out of the equipment at its elevator, the capacity of which was recently increased by an addition from which barges can also be loaded. The plant has four loading tracks which operate straight past the house, so that trains do not have to stub in and pull out, contributing to fast loading. On several different occasions 30 cars per hour have been loaded straight thru a day's work. Vice Pres. Riley E. Pratt takes pardonable pride in informing his friends that on Dec. 11, 1923, there was elevated out of boats with two marine towers 447,945 bus. of grain, and at the same time loaded out of the elevator 471,652 bus. into cars, making the total handled in one day, Dec. 11, 919,597 bus. Vessels of all drafts entering Buffalo can go to this house, which has 1,000 feet of dock with the deepest water.

ALL CLAIMS arising out of government wartime railroad control with respect to 99 per cent of the railroad mileage involved, have been settled, James C. Davis, director-general of railroads, reported Jan. 4 in a communication transmitted to congress by President Coolidge. He calculated that the total cost to the government of the taking over of the roads was \$1,696,000,000. When the railroads were turned back to their owners, claims filed against the government amounted to \$1,014,397,000. On Dec. 31 Mr. Davis had adjusted \$763,106,000 of these claims, by the method of paying in cash to creditor roads \$242,828,000, but he had also demanded and received in cash and interest bearing obligations from the same roads \$192,946,000. The actual net cost to the government in the settlement of this total of damage and compensation claims from the railroads was \$49,882,000, or 6.5 per cent of the face values of the claims as presented.

CHICAGO, ILL.—At the hearing here recently before the Interstate Commerce Commission it was brought out that the Panama Canal is disturbing the rate situation in that seaboard manufacturers are getting lower rates thru the canal to the Pacific Coast than the central states industries are getting all rail direct to the Pacific Coast. The carriers are willing enough to quote a low rate if they are permitted to maintain the intermountain rates at their present high level, the effect of which would be lower thru rates from the Mississippi River to the Coast than from Denver and Salt Lake to the Coast. J. P. Haynes, traffic director of the Chicago Ass'n of Commerce testified: "We have seen instances where electric motors from Beloit, Wis., plumbers' goods from Sheboygan, Wis., corn syrup, glucose, etc., from Cedar Rapids, Ia., farm implements from Waterloo, Ia., pianos from Rockford, Ill., and a multitude of articles from Chicago, were moving eastward to the Atlantic seaboard to be reshipped by vessel to Pacific

coast markets because transportation costs were much less than the all-rail or barge rates through New Orleans.

NEW RAILROAD lines built in 1923, according to the Railway Age, consisted of only 427 miles. With the exception of the years 1920 and 1922, this is the smallest mileage ever reported to have been built. On the other hand, there were 684 miles of line double tracked as compared with 196 miles in 1922 and 143 miles in 1921. There were abandoned and actually torn up 129 miles of line and there were 384 miles abandoned but not taken up. This was a reduction as compared with the record of recent years, and indicates that for the first time since 1915 there was a small net increase in the total mileage of railway line in the country. There was a reduction during the year in the number of locomotives and cars ordered by the railways. The number of locomotives ordered from the builders was 1,984, as compared with 2,600 in 1922. The number of freight cars ordered was 9,471, as compared with 180,154 in the previous year and the number of passenger cars ordered was 2,160 as compared with 2,382 in the previous year. The number of freight cars built was 175,748 as compared with only 66,747 in the previous year and the number of passenger cars built was 1,507 as compared with 747 in the preceding year. The number of freight cars built exceeds the record of any year since 1910.

### Loadings of Revenue Freight.

Cars loaded with revenue freight during the week ending Dec. 22 totaled 877,257 cars, reports the car service division of the American Railway Ass'n. This was a decrease of 22,265 cars under the previous week and an increase of 50,945 cars over the corresponding week last year.

Total loading for the week ended Dec. 15 was 899,522 cars, a decrease of 14,252 cars under the previous week, and an increase of 20,470 cars over the corresponding week last year.

Total loading for the week ended Dec. 15 was 899,522 cars, a decrease of 14,252 cars under the previous week, and an increase of 20,470 cars over the corresponding week last year.

Grain and grain products were loaded in 47,482 cars during the week, a decrease of 5,837 cars under the previous week, and 3,262 cars under the corresponding week in 1922, but an increase of 10,369 cars over the corresponding week in 1921.

### Big Shipments of Wheat from Fort William.

From Sept. 1 to the close of navigation 211,580,000 bus. of grain was shipped from the port of Fort William-Port Arthur, and of this 181,604,000 bus. was wheat. Canadian vessels carried 82,539,000 bus., and of this 75,196,000 went to Canadian ports. Vessels of United States registry carried 427 cargoes, aggregating 108,651,000 bus., against 117,750,000 in 1922.

Less than one-half of the Canadian wheat went to Canadian ports, showing how unfair is the attempt by the Dominion parliament to control the rates charged by United States vessels on grain going to United States ports. The Canadian vessels carried more grain than Canadian ports of destination required; but fell far short of carrying the 140,000,000 bus. that the Board of Grain Commissioners forecasted in September the Canadian boats would carry.

The record made of carrying 20,000,000 bus. more grain than last year could not have been accomplished had not the Canadian authorities given up their attempt to control shipping rates.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Los Angeles, Cal.—R. E. Robey of the West Coast Grain Co. is ill at the California Hospital.

Los Angeles, Cal.—The firm of Brown-Gage Co. has gone out of business. They had been in the grain business here for a number of years.

Los Angeles, Cal.—C. A. Sweetser, mgr. of the grain department of the Kingman Mills of Kingman, Kan., has moved here and expects to locate permanently.

Los Angeles, Cal.—The Nicholls Grain & Mfg. Co. has succeeded the Nicholls-Loomis Co. It is said that Albert E. Nicholls, one of the original firm, has now full control of the new organization.

Los Angeles, Cal.—The Grain Exchange celebrated Christmas by serving a sandwich luncheon in the Exchange rooms Dec. 24. A huge Christmas tree was erected in the pit and had presents for all the members and their representatives.

## CANADA

West Lorne, Ont.—On Dec. 27, the West Elgin Milling and Produce Co. reported a fire loss.

Edmonton, Alta.—The terminal elvtr. to be built here by the Canadian government will be completed in time for the 1924 crop. Capacity to be 2,500,000 bus. Cost is estimated at \$1,250,000.

Halifax, N. S.—It has been stated by Hon. T. A. Low, minister of trade and commerce, that the Canadian government has not abandoned the idea of building an elvtr. here, but as represented in tenders received the cost was so greatly in excess of estimates that the department has requested a re-examination of plans and specifications.

Ft. William, Ont.—Extensive changes involving the moving of the inspection offices into the present trading room, thereby making it the best grain sampling room in Canada, with ceilings extending to the height of two stories and magnificent light from tall windows, will be made to the Grain Exchange building to afford better accommodation for the offices of the board of Canada grain commissioners. The present sample rooms will be converted into offices.

Sarnia, Ont.—The Point Edward Elvtr. Co. has let contract to James Stewart & Co. for plans and specifications for a 1,500,000-bu. reinforced concrete elvtr. with two portable marine legs for unloading lake vessels and a small working house with two legs. Sarnia has long needed rapid grain handling facilities and the erection of this new elvtr. will greatly increase the grain handling business of the port.

Chatham, Ont.—The Canada Flour Mills Co., Ltd., has been taken over by the Kent Mills Co., Ltd., which recently organized and will operate the flour and corn mills. The flour mill has a daily capacity of 450 bbls. and the corn mill 400 bbls. The storage capacity of the elvtr. is 150,000 bus. The officers of the new company are: E. W. Hardey, pres., H. Jenner, vice-pres., H. V. Dalley, sec'y-treas. and gen. mgr., and G. A. Dunlop, supt.

Fingal, Ont.—R. W. Waters, grain merchant aged 67 years, died Dec. 25. He is survived by his wife and four daughters.

Vancouver, B. C.—The Spillers Milling & Associated Industries, Ltd., of London, Eng., will construct a 2,000,000-bu. elvtr. here, work to be started in Jan. Cost of construction will be \$1,250,000. The structure is to be of reinforced concrete with up-to-date appliances for unloading cars and for loading vessels, and will be of modern design. It is proposed that the elvtr. will be located on Burrard Inlet at a point east of the plant of the harbor commissioners.

Winnipeg, Man.—It is claimed by the Saskatchewan Co-Op. Elvtr. Co. that Manitoba has no right to tax grain growers in Saskatchewan and has refused to pay the tax on futures. Up to the end of last August many of the firms on the Winnipeg Grain Exchange have paid it up, but have not done so since, stating that all or none should pay. "Has the province of Manitoba the right to collect a tax from persons selling grain for future delivery?" is the question for the judges to decide. From this source the province expected to collect \$100,000.

## COLORADO

Logan (Willard p. o.), Colo.—C. J. Linstrom has taken over the elvtr. here formerly owned by W. B. Slater.

Ordway, Colo.—Mail addressed to Crowley Co. M. & M. Co., who operated the Twin Lakes Elvtr. here, has been returned marked "unclaimed."

Salida, Colo.—The Salida Flour Mill & Feed Co. discontinued operation, sold buildings, etc.—Geo. W. Vaughn.

Colorado Springs, Colo.—The R. B. Liles Grain Co. has been taken over by L. E. Keifner and will operate under R. B. Liles' name for the present.—L. E. Keifner.

Salida, Colo.—Salida Industrial Stores Co. bot out Geo. W. Vaughn Elvtr.; gone broke; elvtr. rented to Geo. W. Vaughn. I am erecting a new small elvtr.—Geo. W. Vaughn.

Greeley, Colo.—The Superior Mfg. Co. incorporated; capital stock \$75,000. The directors of the company are, Wm. T. Holde, Earl D. Hill, G. R. Linville, J. E. Berry, C. D. Coburn and F. W. Poser.

Fowler, Colo.—Jesus Gomez, 45 years old, a laborer, tumbled into a haybaler on Jan. 3. Just as the unfortunate man stepped on the condenser platform the baler started into operation and he fell head forwards into the bale chamber. He was taken from the machine lifeless, was taken to his home in King Center and given first aid treatment by their home doctor and later in the day taken to the Hospital in Rocky Ford, Colo., where he died from the internal injuries. The machine is an Eli Press pulled with a 10-20 Titan Tractor.—George Kapp.

## IDAHO

Pocatello, Ida.—The Pocatello Mfg. & Elvtr. Co.'s 400-bbl. mill was offered at a sheriff's sale recently as a step in the reorganization of the company.

Lewiston, Ida.—A verdict in favor of Kerr, Gifford & Co., Inc., against W. J. Johnson for \$10,000 advanced on a grain contract was recently returned by a jury in district court.

Victor, Ida.—A grain warehouse was bot here by Sterling H. Nelson Co. with headquarters at Salt Lake City, Utah, which will serve more or less as a loading station on the O. S. L. line.

## ILLINOIS

Morris, Ill.—John McLuckie has succeeded J. H. Shymacher, who resigned as mgr. of the Farmers Square Deal Grain Co.

Williamsville, Ill.—The elvtr. recently completed here is the W. W. Hill Elvtr., of which R. W. Erdmann is mgr.—W. W. Hill.

Fisher, Ill.—The Fisher Farmer's Elvtr. Co. has completed its 45,500-bu. elvtr. It was built by George Saathoff.

Chesterville (Lincoln p. o.), Ill.—The firm of Miller & Woodcock has been dissolved. The Chesterville elvtr. is now operated by R. W. Woodcock.

Croft, Ill.—J. A. McCreery & Sons sold their elvtr. here to the Fernandes Grain Co. of Springfield, possession taken Jan. 2.

Middletown, Ill.—J. A. McCreery & Sons sold their elvtr. here to the Fernandes Grain Co. of Springfield.

Taylorville, Ill.—Wm. Bogden, arrested recently, confessed to the theft of \$125 worth of tools and brass from the Farmers' Grain & Produce Co.

Edwardsville, Ill.—The Blake Mfg. Co. has opened its plant after being closed for installation of new equipment representing an expenditure of \$3,000.

Monmouth, Ill.—Beach-Wickham have put in a private wire here and are giving service to the grain dealers in this territory. Fred C. Abbey is their mgr.

Champaign, Ill.—I have removed from Lovington to Champaign, Ill., which will be my headquarters.—E. G. Coon. Mr. Coon owns elvtrs. at Block and St. Joseph, Ill.

Merritt, Ill.—There is only one elvtr. at this place, the one I own and operate. I built a feed house on the siding this fall; capacity five cars feed.—A. B. Chrisman.

Green Valley, Ill.—L. A. Wornes succeeded me as mgr. of the Farmers Elvtr. Co. I bot the Barker Elvtr. on the I. C. here and am buying grain on my own account.—U. N. Hieronymus.

Berry, Ill.—The Berry & Breckenridge Farmers Grain Co. filed a bill asking the dissolution of and a receiver for the company, charging that they cannot operate at a profit. The suit involves more than 150 farmers of the district served by the elvtr.

Herscher, Ill.—John Karcher, of John Karcher & Son, died suddenly from heart trouble. Mr. Karcher was born in Salina township sixty-five years ago. He was a grain dealer in business with his son. He is survived by his widow, a daughter and a son.

Benson, Ill.—A new elvtr. will be erected here by the Benson Farmers Co-op. Ass'n. The building will be frame, 36x42 and 60 feet high, covered with corrugated iron, and estimated cost is \$18,000. Chas. N. Bonges is the mgr. of the concern.

East Peoria, Ill.—The Conover-McHenry elvtr. here, which was recently sold to the Illinois Grain Building Corp., will soon be in operation. The stockholders are George A. Shurtleff, Dogan Coleman and Logan Hay. The elvtr. was built several years ago, and is a solid concrete structure.

Ospur (Clinton p. o.), Ill.—The elvtr. of the Harrison-Ward Grain Co. was thrown out of line several months ago when a tile drain leading from the elvtr. became clogged, with the result that the elvtr. basement filled with water, making it impossible for the machinery to be operated for several weeks. The drain was repaired and operations have again been resumed.



Homer, Ill.—T. H. Morrison, a former employee of the Farmers Elvtr. Co., was arrested recently in connection with the disappearance of the books and papers. Mr. Morrison was arrested on complaint of A. O. Morrison, pres. of the company. The two men are not related. T. H. Morrison denied guilt.

Urbana, Ill.—At the University of Illinois, Urbana, Jan. 21 to 25, the Illinois fourth annual utility corn show will be held in connection with farmers' week. By Jan. 7 all corn samples entered in the show must be in Urbana, so that crop experts at the university will have time to make germination tests. Premium lists are ready for distribution and will be sent with other information about the exhibition by writing to the College of Agriculture, University of Illinois, Urbana, Ill.

Martinton, Ill.—The Martinton Grain Co., which recently incorporated for \$45,000, bot the business of the Farmers Elvtr. Co., which has been in business here for 15 years. The officers of the Martinton Grain Co. are: A. Buchan, pres., J. W. Schroeder, sec'y-treas., F. W. Schroeder, vice-pres., and Max D. Pilotte, gen. mgr. They will deal in grain, coal, seeds, millfeeds, building materials, fencing, salt and flour. They have two elvtrs. with storage capacity of 110,000 bus.

Springfield, Ill.—E. B. Conover shot himself in the head at his office Jan. 8, and died shortly afterward. Mr. Conover was the head of the Conover Grain Co., which in 1921 went into bankruptcy, involving also the failure of the Conover Elvtr. Co. at Pekin and a personal bankruptcy for Mr. Conover. It followed too heavy purchase of cash grain just before a market drop. Mr. Conover was formerly a member of the Chicago Board of Trade in 1921, but was expelled from the Board of Trade when he was charged with dishonorable conduct and his seat, then valued at \$6,500, was ordered forfeited. Ill health, brought on by worry over his financial condition, is believed to be the cause for his act.

#### CHICAGO NOTES.

Sam Mincer will withdraw from active trade for a time.

Net to the buyer memberships in the Board of Trade are \$4,000.

Dues of the Board of Trade for 1924 are to be the same as last year at \$150.

The new clearing house plan received only 136 votes, while there were 551 votes against.

The rate of interest for advances on Bs/L for January has been fixed by the finance com'te of the Board of Trade at 6 per cent per annum.

Walter P. Saunders of the firm of Cross, Roy & Saunders retired from active business Jan. 1. The firm will continue under the present corporate name.

S. P. Arnot has been selected by the Chicago creditors com'te of the E. W. Wagner estate as directors of the Wagner Estate Realization Corp. to succeed the late John Hill, Jr.

John W. Dickson re-entered the cash grain business recently, specializing in merchandising grain and feed materials to carlot buyers among flour and feed millers and industries.

On Dec. 31 Rodgers, Mayfield & Co., Inc., retired from business. John A. Rodgers, pres., will remain in the grain commission trade as John A. Rodgers & Co. and will take over all open trades.

The amendment to the rules of the Board of Trade restricting private wire house operations to cities with a population of more than 25,000 was defeated by ballot vote of 671 against 150.

Average contents of a car of grain received at Chicago last year were 1,570 bu. and shipments averaged 1,685 bu. The latter was the same as in 1921, while that on cars received was increased 21 bu.

Arthur A. Clement became a partner in the firm of Clement, Curtis & Co. the first of the year.

Tom Garrison, who has been connected with Clement-Curtis Co. for about nine years, has left the firm and began with Fenner & Beane in the new year. He will have temporary headquarters at New Orleans.

The directors of the Board of Trade have ordered to be posted for ballot a petition to extend the hours of trading on the Board of Trade from 1:15 p. m. to 2 p. m. daily except Saturday, when the close will be at noon.

The firm of W. P. Anderson & Co., which was organized twenty-three years ago, retired from active business recently. The following were the officers: W. P. Anderson, pres., C. H. Gibson, vice-pres., and George H. Tanner, sec'y. Charles C. Gibson, oat specialist, has gone with the Rogers Grain Co.

The Pennsylvania R. R. Co. has purchased of the Hamilton Storage Co. its 600,000-bu. concrete tanks which were operated in conjunction with and supplied storage for the Pennsylvania Elvtr. which burned. All the land surrounding the tanks still remains the property of the Hamilton Storage Co.

The Board of Trade directors have advanced the weighing charges for grain 20 cents per car, effective Jan. 14. The light movement of grain caused the weighing department to operate at a deficit of around \$36,000 the last year, therefore making the advance necessary. Charges for weighing grain when received are \$1.00 per car; transfer cars \$1.00; shipped, 90 cents; seed in sacks, 5 cents per sack.

The following were recently admitted to membership in the Board of Trade: Calvin H. Thomas of C. H. Thomas & Co., Dallas, Tex.; Arthur A. Clement, Clement, Curtis & Co.; Maxwell M. Nowak, Nowak Milling Corp., Hammond, Ind., and Timothy B. Hogan, Battle Creek, Mich. The following memberships have been transferred: Vincent L. Lamy, Curtis A. McWhinney, M. G. Reitz, C. A. Terrill, A. W. Goodnow, H. M. Wolf, Fred M. Herr and Geo. S. Green.

The following officers were elected by the Board of Trade at the annual election Jan. 7: Frank L. Carey, pres.; Joseph Simons, first vice-pres.; Frederick S. Lewis, second vice-pres.; directors, David Howard Lipsey, E. D. Norton, Harry H. Lobdell, James A. Begg, and Frank E. Alstrin; holding over, Parker M. Paine, J. Edward Wynne, Edwin A. Doern, Ed. D. McDougal, Charles H. Stone, Royal W. Bell, Henry A. Rumsey, Louis C. Brosseau, Joseph W. Badenoch and James K. Riordan. Com'te of Appeals: John J. Stream, Harry B. Shaw, Frederick G. Winter, Edward P. McKenna and John A. Low; holding over, Harry C. Schaack, Harry B. Godfrey, Roland McHenry, Walter Metcalfe and Wm. B. Page. Com'te of Arbitration: Frank G. Coe, Horace L. Wing, Orrin S. Dowse, George A. Koehl and E. C. Wittman; holding over, George E. Booth, Philip J. Reddy, Howard D. Murphy, James M. Crighton and John C. McCormick. Nominating com'te: John J. Stream, L. F. Gates, C. H. Sullivan, A. E. Cross and H. M. S. Montgomery.

#### INDIANA

Big Springs, Ind.—Cicero C. Barker & Son's flour mill was destroyed by fire Dec. 20. Loss, \$10,000; insurance, \$4,000.

Cynthiana, Ind.—Igleheart Bros., who recently bot the elvtr. of Henry Deig, will install new machinery and put the elvtr. in first-class condition. J. O. Smith will continue as mgr.

Thorntown, Ind.—The receiver for the Thorntown Elvtr. Co., A. M. Stevenson, filed an initial report recently; liabilities listed at \$18,686.46. The appraisal of the property as given is \$10,000.

Aurora, Ind.—Frank Nolte, owner of the Star Milling Co. here, died recently of blood poison.

Silver Lake, Ind.—The receiver of the Silver Lake Elvtr. Co., A. W. Crisler, has been granted permission to make a distribution to creditors. He reported claims aggregating \$6,500 and assets of \$3,500 and \$2,100.

Linton, Ind.—The White River Mlg. & Grain Co. incorporated, capital stock \$100,000, to deal in grain, flour meal, etc. Ernest Brady, Flem Van Meter, Grover Van Meter, Fred O. Turpin and Eastman A. Burrows are the directors.

McGary Station (Owensboro p. o.); Ind.—My elvtr. here which burned recently was cribbed elvtr. of 15,000 bus. capacity. Will not rebuild; no grain in elvtr. Value of elvtr., \$10,000; insurance, \$2,500.—Fred Garrett, Princeton.

Warren, Ind.—The Farmers Exchange, Inc., incorporated; capital stock, \$75,000, to deal in grain and merchandise. Directors, G. M. Gephart, A. S. Tharp, Jerome Minnear, Sam Thompson, Alvadore Ruse, W. D. Irick, Ed. Funderburg, W. E. Pribble and George D. Ellis.

Walkerton, Ind.—The Wolverine Grain Co. incorporated under the laws of Indiana, but expect to keep their office at Lansing, Mich., where they are now located. We have not heard of them buying any ground. We are the only dealers here at this time.—B. I. Holser & Co.

Evansville, Ind.—Ernest Monroe, associated with Heldt Bros. Co., recently bot the plant and other properties of the defunct Akin-Erskine Milling Co. on a bid of \$133,500. The sale included the mill with a capacity of 2,500 bbls. of flour each 24 hours, several elvtrs. and storage warehouses.

Argos, Ind.—We have purchased a large two story brick building in Argos, Ind., and have opened up a flour, feed and seed store in connection with our elvtr. at Walnut, Ind. Will handle a complete line of flour and all kinds of feeds. Also field and garden seeds. Have installed a Robinson Unique, electric-driven 22-in. Attrition Mill and will do custom grinding.—Isaac Reed & Son.

#### IOWA

Rock Rapids, Ia.—Ben St. John is the new agt. of the St. John Grain Co. here.

Galt, Ia.—William Maywald, mgr. of the Farmers Company here, has resigned.

Latimer, Ia.—H. M. Jensen has succeeded Mr. Eisenberger as mgr. of the Farmers Elvtr. here.

Conrad, Ia.—F. O. Ray has succeeded E. G. Brewer, who resigned as mgr. of the Farmers Elvtr. here.

Swea City, Ia.—It is expected that the Farmers Elvtr. Co. here will hire another mgr. in the near future.

Joice, Ia.—W. W. Wheeler bot the Independent Grain & Lumber Co.'s elvtr. and has already commenced business.

Toledo, Ia.—The Farmers Elvtr. Co.'s elvtr. was recently sold to the MesQuakie Milling Co. Possession to be given at once.

Adaza, Ia.—We have made repairs on the elvtr. here and is under the firm name of Des Moines Elvtr. & Grain Co.—J. Johnson, mgr.

Rutland, Ia.—The Rutland Township Farmers Club, which bot the DeGroote elvtr., has taken down the house and has now completed the erection of a new grain elvtr.

Roland, Ia.—The new 80,000-bu. elvtr. of the Roland Grain Co. on the M. & St. L. was completed in less than a month. The building is covered with steel sheeting.

Le Mars, Ia.—Bryson Love, for many years engaged as grain buyer for the Plymouth Milling Co., died at his home in Tacoma, Wash., from heart failure. He is survived by his wife and one son.



Slater, Ia.—The Sheldahl Grain Co. is successor to the Central Iowa Grain Co. J. J. Carlson, local agent, will continue in that capacity under the new management.

Walnut, Ia.—The Farmers Co-op. Co. here is still in operation, under new management and in better shape to do business than ever before. No sale contemplated at this time. No new improvements will be made in this locality for some time to come.—G. D. Larsen, ass't mgr.

## KANSAS

Norton, Kan.—The new elvtr. at this place of the Derby Grain Co. has been completed.

New Salem, Kan.—We are successors to the Coffey Bros. Grain Co.—Coffey-Moore Grain Co.

Doniphan, Kan.—The elvtr. of Hitt & Reeves has been purchased by M. E. Beven of Muscotah.

Horton, Kan.—The Horton elvtr. is in charge of R. A. Dicker, mgr. of the Derby Grain Co. of Topeka.

Liberal, Kan.—Mail addressed to the A. E. Taylor Grain Co. has been returned marked "unclaimed."

Abilene, Kan.—The Abilene Flour Mills Co. suffered a small loss by fire caused by an office stove on Dec. 31.

Mayfield, Kan.—There is no agent here for the Larrabee Flour Mills Corp. and there has not been for months.

Salina, Kan.—Henry E. Brooks, 66 years of age, vice-pres. and gen. mgr. of the Western Star Mlg. Co., died recently.

Salina, Kan.—On account of the poor mill demand for wheat the John Hays Grain Co. has closed its office here temporarily.

Salina, Kan.—Fred Smith has accepted a position with the E. L. Rickel Grain Co. Mr. Smith was formerly with the John Hays Grain Co.

Ulysses, Kan.—I am again operating the McClure Grain Co.'s elvtr. here and C. O. Darnall took my place with the Security Elvtr. Co. at Rolla.—A. L. McClure.

Ford, Kan.—I own the elvtr. formerly owned and operated by Chas. E. Stuart at this point and intend operating it under the firm name of Roy V. Stuart—Grain.—Roy V. Stuart.

Salina, Kan.—M. L. Gear, mgr. of the Beyer Grain Co. here, which has been closed temporarily, has resigned to accept the management of the C. E. Robinson Elvtr. Co., effective Jan. 1.

Kingman, Kan.—C. A. Sweetser of the Kingman Mills has resigned his position as mgr. of the grain department and removed to Los Angeles, Cal., where he expects to locate permanently.

Stark, Kan.—The Farmers Union went out of business here this fall, selling to private parties, and will be known as the Farmers Grain Co. I am a member of the new firm and also mgr.—W. G. Johnson.

Bunker Hill, Kan.—Harry Gross will be in charge of the elvtr. of the Shellabarger Mill & Elvtr. Co. during the absence of Mgr. E. E. Lorenz, who plans to leave shortly accompanied by his wife for a visit to California.

Smolan, Kan.—On Nov. 17 I succeeded J. W. Dean as agt. and local mgr. of the Smolan branch of the Shellabarger Mill & Elvtr. Co. of Salina, Kan. I served them in this capacity from 1911 to 1918. Will now handle same in connection with my own business of retail lumber and coal.—C. A. Burgquist.

Vermillion, Kan.—I purchased the T. F. Smith Elvtr. and am doing business under the firm name of D. L. Anderson, dealer in grain, seeds and coal. Have made some minor repairs on elvtr., tho I expect to make greater repairs next spring, with some additional machinery.—D. L. Anderson.

Clearwater, Kan.—Mail addressed to A. B. Schroyer Elvtr. & Oil Co. has been returned.

Hutchinson, Kan.—A change has been made in the wire service of the Hutchinson Board of Trade. Goffe & Carkener, Inc., who have furnished the quotations for a number of years, have discontinued the service, and it is now being furnished by the Davis-Noland-Merrill Grain Co. The latter company has moved its office to the trading floor, and Goffe & Carkener, Inc., have moved across the hall. The Davis-Noland-Merrill Grain Co. operate the Rosenbaum Grain Corporation's wire, and F. J. Russell is local mgr. Goffe & Carkener, Inc., have the wire of the Armour Grain Co., and M. B. Hitzeman is local mgr.—Cal.

Andover, Kan.—The elvtr. of the Kansas Milling Co. which is being rebuilt to replace that which burned some time ago is 18'x14'x30' high and has four storage bins 6'x7', with one bin over the workroom 6'x7'. There is a 12' shed driveway, with a 10' extension to accommodate a truck dump. The house is studded, covered with 1/4" corrugated iron and roofed with 3 V Crimp roofing. Equipment consists of one 6 h. p. type "Z" Fairbanks Engine, a combination truck dump, Richardson Automatic Scale, a 1,250-bu. per hour non-chokable leg, driven with a 2-strand rope drive. It has a No. 2 drop distributor, operating with a wire rope indicator, and an all steel passenger elvtr. operating from work to cupola floor. This plant will be completed shortly. The Star Engineering Co. has the contract.

Hill City, Kan.—The Morrison Grain Co. has just started the rebuilding of its elvtr. to replace that which burned Dec. 8. It will be of 20,000 bus. capacity, 32'x24'x36' high, with a cupola 12'x24'x20' high. The elvtr. is studded, covered with shiplap and corrugated galvanized iron, and roofed with 3V crimp galvanized roofing. In the elvtr. there are six main storage bins 8'x11', two over the work room 10'x7' and one over the work room 4'x10'. There is a shed driveway 14' wide by 12' high, with a Trapp Single Platform Truck Dump and drop logs to dump both wagons and trucks. The equipment consists of a 15 h. p. type "Z" Fairbanks, 6-bu. Richardson Automatic Scale, a No. 2 corn sheller and an elvtr. leg with a 12" cup belt and 11x7 buckets over a 48" head pulley. There will be a rolling screen corn cleaner in the cupola and a wheat cleaner on the work room floor. This elvtr. will be completed by March 1. The Star Engineering Co. has the contract.

## LOUISIANA

New Orleans, La.—The Milam Morgan Co., Ltd., has removed from the Board of Trade Annex to its mill and elvtr.

Shreveport, La.—Contract has been let for the construction of a brick and stone warehouse for the Frank Wholesale Grocery Co. by Clarence King of the Alcokee estate. The company will install a grain elvtr. and cold storage plant. Cost, \$37,884.

## KENTUCKY

Louisville, Ky.—I bot the business of Edinger & Co. as of Dec. 1 and the above firm has taken the local agency for the Studebaker automobile. I have moved the stock of goods to my two elvtrs., and the warehouse occupied by Edinger & Co. formerly has been sold to a wholesale grocery company concern.—Henry Fruechtenicht.

## MARYLAND

Baltimore, Md.—The Chamber of Commerce will elect the annual directors the last Monday in Jan. The board of directors is composed of 15, five of whom retire annually. A new president will have to be chosen for the coming year.

Baltimore, Md.—The following were nominated by the Nominating Com'te of the Chamber of Commerce as directors to be voted on at the annual election, Jan. 28: Ferdinand A. Meyer, Eugene Blackford, A. F. Sidebotham, A. R. Dennis and A. Leslie Lewis. The terms of the following directors will expire at the close of Jan., 1924: Pres. Joseph G. Reynolds, Vice Pres. John H. Gildea, Jr., George S. Jackson, Robert Ramsay and Egil Steen.

## MICHIGAN

Tustin, Mich.—The elvtr. of the Dighton Grain Co. was totally destroyed by fire on Dec. 28.

Grand Rapids, Mich.—One of the line elvtrs. which Chatterton & Son operate was damaged by fire Dec. 24.

Freeport, Mich.—The Freeport Elvtr. Co. filed a petition for dissolution of the company, due to the fact that its entire plant was destroyed by fire last October.

Cedar Springs, Mich.—We took over the elvtr. of the Cedar Springs Co-op. Mkt. Ass'n, or in other words made a stock company of the old ass'n.—The Cedar Springs Co-op. Co., J. H. Allen, mgr.

Grand Rapids, Mich.—We know of no immediate changes in Grand Rapids in the grain business and our company has deferred the building operations for some time to come.—Valley City Mlg. Co.

Pinconning, Mich.—We made extensive repairs and improvements. Put in new electric feed grinder and some new elevating equipment. J. E. Martindale is pres. and gen. mgr. R. G. Martindale is local mgr.—Pinconning Bean & Grain Co.

Ishpeming, Mich.—D. B. Bilkey and his son Harvey have leased a building here and will engage in business for themselves, handling grain and provisions, operating as Bilkey & Son. They recently severed their connection with the Hewett Grain & Provision Co.

Iron Mountain, Mich.—The flour mill operated here by Walstrom Bros. Co. was destroyed by fire Dec. 28. Loss, \$20,000; insurance, \$13,000. The flour mill was a frame building with covering of sheet iron. Much flour was destroyed and valuable machinery damaged.

Custer, Mich.—Some time ago I saw a piece in your Journal that I had bot the Jebovy Elvtr. and warehouse here, then again I see where it was stated by the postmaster that it was not so. I wish to say that I have bot them out and am doing business here now.—B. F. Brunke.

Battle Creek, Mich.—The Read elvtr. was purchased by us last May and is being installed with new machinery and will be operating in about two weeks. Capacity, 7,000 bus. Officers of our ass'n are: W. S. Fuin, pres., F. B. Garratt, vice-pres., H. H. Sandford, sec'y-treas.-mgr.—B. C. Farm Bureau Ass'n.

Battle Creek, Mich.—This is a very old elvtr. here and has not been used since we abandoned it some time ago. The Battle Creek Farm Bureau purchased this property last fall and re-equipped it for use as a warehouse in storing grain. This in addition to the warehouse originally occupied by them.—A. K. Zinn & Co.

Vassar, Mich.—Hart Bros. of Saginaw, Mich., recently bot the Huron Av. elvtr. of the Vassar Farmers Elvtr. Co. Some slight changes will be made. The Farmers Elvtr. Co. still operates the Cass Av. elvtr. and grist mill. The small elvtr. owned by Charles Harpham was also purchased by Hart Bros. Mr. Harpham will be mgr. of their Vassar elvtr. The following are operating here: Hart Bros., Vassar Farmers Elvtr. Co. and Miller Grain Co.—Miller Grain Co., B. P. Miller, mgr.



## MINNESOTA

Huntley, Minn.—The Farmers Elvtr. Co. here has re-engaged Mr. Craven as mgr.

Montevideo, Minn.—Receiver for the Chipewa Milling Co. is E. R. McDonald.

Duluth, Minn.—The Rosenbaum Grain Corp. of Chicago has closed its offices here, of which R. C. Schiller is mgr.

Dawson, Minn.—The Dawson Grain Co. owned by McCarthy Bros. is successor to the defunct Equity Elvtr. Co.

Sargent, Minn.—The independent elvtr. owned by M. Stephenson was slightly damaged by fire due to exposing lumber yard on Dec. 17.

Angus, Minn.—Fire from an overheated bearing in the cupola of the elvtr. of the Great Western Elvtr. Co. caused a loss of about \$50,000.

Pipestone, Minn.—Plans are being made at the present time to build a seed warehouse in connection with our elvtr. We expect to handle a full line of field and garden seeds.—Monarch Elvtr. Co.

St. Paul, Minn.—Dan McKinnon of Thomson & McKinnon, who will close their office in Minneapolis, after having made connections with the C. E. Lewis & Co. will remove here in the Endicott Building.

Hayfield, Minn.—The Farmers Elvtr. & Merc. Co. have made considerable repairs on their elvtr. the past fall. The entire elvtr. was covered with sheet iron, and a new cleaner was installed.—F. O. Larson, mgr.

St. James, Minn.—Stockholders of the St. James Roller Mills Co. at a recent meeting made a decision to pay a 40 per cent dividend to the stockholders and close up the business of the concern. The mill which burned Oct. 1 with a loss of \$60,000 will not be rebuilt.

Duluth, Minn.—The Board of Trade holds its annual election Jan. 15. It is that that probably the officers and directors will remain unchanged. The list is as follows: G. H. Spencer, pres., P. H. Ginder, vice-pres.; directors, C. C. Blair, W. J. McCabe and W. B. Joyce. Arbitration Com'te, G. G. Barnum, M. M. McCabe and E. A. Vivian.

Westport, Minn.—The Monarch Elvtr. was destroyed by fire Nov. 26 and contents of about 15,000 bus. of grain destroyed also. Fire started in cupola. Cause of fire either a hot box or friction of cup belt. The Monarch Elvtr. is not going to rebuild. I expect to go to work for the North Western Milling Co. of Little Falls. I was agent for the Monarch Elvtr. Co. for 17 years and ran the house here for 13 years.—O. E. Krueger.

Duluth, Minn.—The program of the annual New Year's festival of the Board of Trade included a pageant of traders in disguise representing Arabs from Arabia, Cossacks from Cork, diving girls from Hollywood, cowboys from Mexico, cowgirls from Kansas, Chinamen from Peek-in, Polocks from Warsaw, Geisha girls from Yokohama, dancing girls from the Orient, Indians from Indiana, bears from Beargat, bulls from Bulona, black sheep from Syria and sheared sheep from the Chicago Board of Trade. Special invitations were sent to Senator Magnus Johnson, Jack Dempsey, Louly Firpo and Irvin Cobb.

## MINNEAPOLIS LETTER.

Minneapolis, Minn.—H. A. Joub has taken over the brokerage office of W. H. Dickinson in the Northwestern Bank Bldg.

Minneapolis, Minn.—Thomson & McKinnon are to close their office, having made connections with C. E. Lewis & Co. Dan McKinnon will remove to St. Paul and locate in the Endicott building.

Minneapolis, Minn.—Edwin C. Hancock, for a number of years wheat salesman for the local office of the Salyards Grain Co., has resigned and will become associated with the Wood Hydraulic Hoist & Body Co. of Detroit, Mich.

Minneapolis, Minn.—Mail addressed to Berg-Terwilliger Co. has been returned marked "unclaimed."

Minneapolis, Minn.—The Electric Steel Elvtr. Co. has removed its office from the Chamber of Commerce to the Security building and will adjoin the office of the Russell-Miller Mfg. Co., with which it is affiliated.

Minneapolis, Minn.—On Dec. 12 the Occident Terminal Co. received a cargo of Canadian wheat and started unloading to test out the marine leg in its new elvtr. It was found after unloading 19,526 bus. that the apparatus was not working satisfactorily and the remainder was taken in at Consolidated Elvtr. E.

## MISSOURI

Louisiana, Mo.—T. G. Henry has succeeded J. C. Price, who resigned as mgr. of the Louisiana Elvtr. Co.

Springfield, Mo.—The Hodgson-Davis Grain Co., which opened quarters recently in the Landers building, has removed to a larger location.

St. Joseph, Mo.—I have a position with the Kellogg-Huff Grain Co., having been with the Kerr-Gifford Co. of Portland, Ore., until the 1st of Dec.—E. W. Copeland.

Bertrand, Mo.—The Bertrand Elvtr. Co. incorporated; capital stock, \$15,000. Directors are S. E. Bradley, L. C. Gaty, E. Marion Brown, P. J. Ponder, Wm. H. Powell, Carl Miller and G. W. Fenimore.

Oak Grove, Mo.—The Oak Grove Grain Co. bot the elvtr. and equipment formerly owned by the Farmers Elvtr. & Merc. Co. and this is the only elvtr. here.—Oak Grove Grain Co., W. H. Owings, mgr.

Jefferson City, Mo.—James M. Hays, 62 years old, died recently after being critically ill for some time with an organic trouble. In recent years he had developed large lumber tracts along the Osage river.—P.

Auxvasse, Mo.—The Auxvasse Milling Co. which was purchased last May from Mr. Kay Maupin, by A. F. Stephens and is still doing business under the same name, also owns the grain elvtr. and same is now in operation by Mr. Stephens.

Willow Springs, Mo.—The Willow Springs Comm. & Lumber Co. incorporated; capital stock, \$50,000; will buy and sell feed products, grain, lumber and other products. Incorporators, W. E. Armstrong, J. A. Armstrong, F. H. Hammer and G. A. Winkleback.—P.

St. Joseph, Mo.—The Clark Milling & Elvtr. Co. incorporated; capital stock, \$6,000. W. B. Clark is pres. and other shareholders are H. J. McGuire, Lorena L. Miller and G. W. Eastin. A general feed and corn milling business will be carried on and Geo. C. Clark will be the operator.

St. Joseph, Mo.—Tine Milburne has filed suit for \$3,000 damages against the Marshall Hall Grain Co. for injuries alleged to have been received while in the employ of the company. He was at work unloading grain when the car door fell upon him, injuring his limbs and one foot.—J.

Springfield, Mo.—We have not disposed of our warehouse. Expect to continue in business. Holland O'Neal Mill Co. has disposed of its warehouse and we have taken over their account. There will be no enlarging or rebuilding in this section that we know of in the next 12 months.—Springfield Flour & Feed Co.

St. Joseph, Mo.—H. L. Dannen has again resumed active charge of the grain department of the St. Joseph Hay & Grain Co., which position he has held continuously since 1911, except for a period of 18 months spent with the Excello Feed Mfg. Co. as advertising mgr. Mr. Dannen retains his interest and position as director of the Excello Co.—St. Joseph Hay & Grain Co.

Warrensburg, Mo.—The Warrensburg Shipping & Elvtr. Ass'n, which recently completed an elvtr. here, Will Tompkins in charge, has been incorporated to do a co-operative business in grain and other agricultural products. Directors are C. A. Baile, E. C. Spicer, E. O. Stone, T. E. Sproat, R. H. Sivils, T. E. Williams and T. G. Browning.—P.

La Grange, Mo.—The Board of the La Grange Elvtr. Co. would not accept my resignation offered in November. Our new board will be elected Jan. 12 and at that time it will be decided whether I will stay or not. Should I remain, we will install a new corn sheller before new crops, but not immediately, as our rush is over.—W. J. McPike, mgr. La Grange Elvtr. Co.

## ST. LOUIS LETTER.

The 10th annual convention of the Missouri Grain Dealers Ass'n will be held here Feb. 13 and 14.

Wm. J. Haynes, 72 years of age, connected with the Langenberg Grain Co. for many years, died recently after a two weeks' illness. He is survived by three sons and one daughter.—P.

J. E. Cairns of Jackson Bros. & Co., Chicago, Ill., has made application for membership on the St. Louis Merchants Exchange. Mr. Cairns has surrendered the certificate of Louis J. Albrecht for transfer.

The Merchants Exchange now has 742 members. During the past year 12 certificates of deceased members were redeemed, 20 certificates were purchased and canceled, and five certificates forfeited for non-payment of dues, a total of 37.

Samuel Plant, first vice-pres. of the St. Louis Merchants Exchange, was nominated for pres.; Woodson K. Woods, now second vice-pres., was nominated for first vice-pres., and George C. Martin, Jr., for second vice-pres. W. J. Edwards, the retiring pres., was nominated by acclamation to serve as director for two years in accordance with the usual custom of the exchange. The following directors were nominated: H. F. Beckman, R. F. Deibel, K. B. Hannigan and Clifford Cornelli. A com'te consisting of John L. Messmore, Al V. Imbs, A. C. Robinson, Thomas L. Martin and Aderton Samuel were named to select 10 members to serve on the com'te of arbitration and 12 members to serve on the com'te of appeals during 1924.

## KANSAS CITY LETTER.

Theodore B. Tholl of Salina, Kan., will be mgr. of the Moore-Lowry Mills Co., which recently purchased the property from the Kansas City Mills Co.

F. H. Udell, gen. mgr. of the Ralston-Purina Co.'s plant here, has made application for membership in the Board of Trade on transfer from Joseph Whyte. The consideration was \$6,000.

C. W. Lonsdale, pres. of the Simonds-Shields-Lonsdale Grain Co., sailed recently for a trip to Europe which will last until February. His family has been in Florence, Italy, for some time.

The Kansas City Board of Trade recently voted to abolish the appeals com'te, 90 in favor of the change and 6 against. Appeals on deliveries of contract grain will hereafter be taken to the federal grain supervisor's office.

Alfred C. Hertz and E. L. Foulke have withdrawn their names from the list of nominees for the arbitration com'te to be elected Jan. 8 of the Board of Trade. From the nomination for the directory, J. J. Wolcott and B. H. Huffine have withdrawn.

A petition in bankruptcy has been filed by John F. Kendig of the Kendig Brokerage Co. Liabilities \$173,865, assets \$54,585, including bills payable and 750 shares in the Atlas Cereal Co. The cereal mill has not been operated for several months.



The office here of E. Lowitz & Co. of Chicago will be discontinued. W. H. Burns, local mgr. of this branch office, resigned and will become associated with B. C. Christopher & Co. Paul Uhlman of the Uhlman Grain Co. has taken over the private wire and the local office of E. Lowitz & Co.

The following were chosen as directors of the Grain Clearing Company to be voted on Jan. 8: H. F. Spencer, F. G. Crowell, H. E. Poor and B. C. Moore. The two receiving the highest number of votes will serve for two years and the third highest one year. C. W. Lonsdale and E. O. Bragg are holdover directors.

The following are the newly elected officers of the Board of Trade: Allen Logan, pres., Harry C. Gamage automatically became vice-pres., L. A. Fuller, second vice-pres.; directors, F. C. Blodgett, C. E. Watkins, J. A. Theis, W. J. Mensendieck, H. B. Ragan, and J. H. Woodbridge; arbitration com'te, E. C. Hoebel, W. B. Young, F. T. Kane, W. H. Marshall and Paul D. Bartlett. Harry J. Smith is the retiring pres. H. F. Spencer and B. C. Moore were elected to serve two years as directors of the Grain Clearing Co. and F. G. Crowell for one year. E. O. Bragg and C. W. Lonsdale are the hold-over directors. The directors elect their own officers.

## MONTANA

Helena, Mont.—Mail addressed to McCaul & Dinsmore has been returned marked "removed."

Joplin, Mont.—The plant of the Equity Co-op. Elvtr. & General Trading Co. was totally destroyed by fire Jan. 2, due to an overheated stove.

Townsend, Mont.—I have discontinued the firm name of W. T. Giese Grain Co. and John Graveley and myself are operating as the Townsend Elvtr. Co.—W. T. Giese, mgr.

Dillon, Mont.—The Beaverhead Milling Co. incorporated; capital stock, \$50,000, to operate flour and feed mills and manufacture and deal in all kinds of grains and cereals. Incorporators are John G. Albers, Charles F. Meine, Geo. C. Stimpson and I. F. Hunsaker.

Helena, Mont.—The state board of examiners have allowed \$9,300 to carry on the work of fighting grasshoppers during 1924. This is the result of joint action started last August by state agricultural college authorities of Montana, Idaho, Washington and Oregon and officials from the province of Alberta. About \$250,000 will be spent for bran, sawdust and arsenic.

Great Falls, Mont.—A circular offering eight prizes to be awarded to farmers in the season of 1924, \$600 to the growers of quality spring wheat and an equal amount to those who produce corn of high excellence, has been issued by the Rocky Mountain Elvtr. Co., a subsidiary of the Royal Milling Co. and closely affiliated with the Washburn-Crosby interests of Minneapolis.

## NEBRASKA

Brunswick, Neb.—J. E. Meuret of Orchard bot the McCaul-Webster elvtr. here.

Osmond, Neb.—The Coleson-Holmquist Co.'s elvtr. here was slightly damaged by fire.

Wilber, Neb.—Mail addressed to Henry Knocke has been returned marked "unknown."

Anoka, Neb.—The Wm. Krotter Co. of Stuart sold its elvtr. at this station to the Anoka Butte Lumber Co.

Brady, Neb.—W. H. Wafu is mgr. here for D. D. Price of the Gothenburg Elvtr. Mills, who recently leased the elvtr. of the Farmers Co-op. Ass'n.

Nebraska City, Neb.—G. E. Farrell of Carroll, Ia., will operate the Wash-Co. mill property, which has been closed for months, as a factory for feeds of various kinds.

Belgrade, Neb.—We recently installed a new 10-h. p. motor in our elvtr. Ed. Burns is the new mgr., succeeding G. H. Melvin.—The Farmers Co-op. Ass'n of Belgrade.

Richland, Neb.—Walter Burgess, mgr. of the Farmers Union Co-op. Ass'n here, has removed to Columbus. The Farmers Union Co-op. Ass'n writes: As yet there has been no definite action taken for a mgr. to take the place of Walter Burgess. There is no building contemplated here at this time.

Omaha, Neb.—A dinner was held Jan. 3 in the Chamber of Commerce in celebration of the 20th anniversary of the coming of the Chicago Great Western railway into Omaha and the 20th anniversary of the Omaha Grain Exchange. John L. Kennedy presided at the dinner. More than 150 persons attended. Pres. Felton of the Chicago Great Western was the principal speaker. J. W. Holmquist, pres. of the Holmquist Elvtr. Co. and former pres. and one of the charter members of the Omaha Grain Exchange, gave an interesting talk on the founding of the Exchange.

## NEW ENGLAND

Northfield, Mass.—Wm. R. Dresser & Son bot the mill and grain business of F. A. Dollard and have taken possession.

Lubec, Me.—McCurdy Bros. bot the grain business of the Marvin Martin Co. and will double the size of the building to handle the business.

Bangor, Me.—Staples & Griffen, Inc., incorporated; capital stock \$100,000, to deal in grain, flour and lumber. Incorporators, Charles A. Mavey and Frank V. Ludden.

Plymouth, N. H.—The entire property of the Chase Grain Co., formerly owned by Henry Little & Co., was completely destroyed by fire Jan. 2, with a loss of \$48,000; partly insured.

Sabattus, Me.—Park-Maxwell, Inc., incorporated; capital stock \$15,000, to conduct a grist mill and deal in flour and grain. Incorporators, Wendall Maxwell, Thomas J. Park and Gordon R. Park.

Portland, Me.—The H. H. Stover Co. of Rockland has established a branch at Portland, Me., where it will handle the wholesale and retail grain, flour and feed business. H. H. Stover, head of the company, will have charge of the branch.

Mars Hill, Me.—The flour mill of Harley Dority was recently damaged by fire. The ground floor of the building was almost totally destroyed, with heavy damage to the storage rooms on the second floor. Mr. Dority plans to rebuild at once.

Boston, Mass.—On Dec. 31 the Grain Board of the Chamber of Commerce held an entertainment, a Christmas tree with presents for all, refreshments and dancing in the Board room for members and tenants of the Chamber of Commerce building.

Boston, Mass.—Charles M. Cox, former pres. of the Boston grain board and of the Charles M. Cox Co., has been appointed as one of 72 leading merchants of New England to make a survey of New England industries under the leadership of Howard Coonley of the Boston Chamber of Commerce.

## NEW MEXICO

Texico, N. M.—The State Line Grain Co. is a new concern at this place.

## NEW YORK

Niagara Falls, N. Y.—A severe fire loss was sustained by the Niagara Falls Milling Co. on Dec. 27.

Buffalo, N. Y.—The addition to our elvtr. was completed last fall and has been in operation since September. This addition increased our capacity from 1,500,000 capacity to 2,500,000 bus. storage.—Superior Elvtr. Co.

New York, N. Y.—A new grain exporting firm here is Earle & Stoddart, Inc., consisting of A. D. Earle, H. B. Stoddart and Gerald T. Earle. Into the new corporation Mr. Earle will take with him Chas. F. Watt, Roger Boughton, Horace B. Earle and Louis M. Pultz, who were formerly with Sanday & Co.

New York, N. Y.—On Dec. 31 the firm of Samuel Sanday & Co. of London and their foreign agencies was dissolved. A new company has been formed under the name of Sanday & Co. of London, with associated companies at Buenos Aires, Paris, Antwerp, Rotterdam and Genoa. The New York and Canadian connections will be with James Stewart Grain Co.

## NORTH DAKOTA

Thelan, N. D.—The elvtr. here operated by the Occident Elvtr. Co. was damaged by fire Dec. 21.

Colfax, N. D.—The business of the Colfax Farmers Elvtr. Co. was discontinued Dec. 31, and the elvtr. and equipment was offered for sale, due to heavy losses in the past few years.

Dickinson, N. D.—I did a little repairing in renailing all of the elvtr. and put in an air dump for auto and wagons and rebuilt the scales.—McGilliverty Elvtr. Co., H. McGilliverty.

Bismarck, N. D.—The Fedge farm labor lien law will be on the ballot at the time of the presidential primary, March 18. It gives members of a farmer's family over 16 years of age a prior lien for services.

Columbus, N. D.—In stopping the elvtr. engine Fred Seger, mgr. of the Northland Elvtr. Co., narrowly escaped death when his sleeve caught on a set screw of the drive wheel. He jerked loose by great effort, but his clothing was badly torn.

St. Thomas, N. D.—There was a truck lift installed here this fall and it works to perfection. I have the steel bar grate and it is o. k.; no doors to lift for wagons. I also had a new Fairbanks 10 h. p. engine installed and everything is in fine shape.—L. B. Oby, agt., St. Anthony & Dakota Elvtr. Co.

## OHIO

Columbus, O.—The Smith-Sayles Grain Co. has removed to larger offices in the Rowlands Bldg.

Mechanicsburg, O.—A power grinder is being installed in the elvtr. of the Co-operative Exchange.

Muntanna, O.—The elvtr. of the Muntanna Equity Exchange suffered a very severe loss on Dec. 26.

Cleveland, O.—We are operating the Union Elvtr. here and specializing in the drying and handling of corn.—Oatman & Monfort, J. G. Monfort.

Cincinnati, O.—August Ferger, of Ferger Bros., was seriously ill with pneumonia for several weeks, but has recovered and resumed his duties again.

Bellevue, O.—The name of the concern which recently incorporated here is the Double O Milling Co. and not the Woo Milling Co. as erroneously reported.

Toledo, O.—Geo. D. Woodman, of H. W. DeVore & Co., resigned recently and became mgr. of the Rosenbaum Bros. business here, effective Jan. 1. Mr. Woodman has made application for membership in the Produce Exchange.

Cincinnati, O.—The following have been nominated and to be voted on at the annual election of the Grain and Hay Exchange, Jan. 17: H. N. Atwood, A. M. Braun, John H. Dorsel, F. B. Edmands, B. H. Wess, D. W. Hopkins, Lew McGlaughlin, Geo. A. Nieman, Edward A. Smith and R. S. Fitzgerald.



Toledo, O.—Membership in the Toledo Produce Exchange has been applied for by Harold Anderson, vice-pres. of the National Milling Co.

Hicksville, O.—I have opened a brokerage office at this point and will either buy or build. Both elvtrs. here are owned by one firm, the Farmers Elvtr. Co., who have one plant closed. Sentiment is very strong for another firm and unless one of their plants can be bot, I will build an elvtr. early this spring.—Otis J. Bear.

Greenville, O.—The name of the Soyco Mills has been changed to the Blue Ribbon Mills, and machinery is being installed for the manufacture of molasses feed, in addition to an increase in the manufacturing capacity for dried feeds, rations and concentrates. The elvtr. burned Dec. 23 and Jack Whiteside of the Chicago Grain & Salvage Co. is salvaging the grain and feed material. The elvtr. loss was estimated at about \$150,000.

Columbus, O.—Dating from Jan. 1 death benefits under the state workmen's compensation act have been increased \$1,500 to \$6,500. The compensation for accident is increased to \$18.75 per week. Under the regulations as promulgated by the State Industrial Commission every employer of three or more employees is compelled to pay to the Industrial Commission a premium covering insurance to said employees, on certain basic rates, according to the experience of the particular industry in which he is working, and modified by the particular experience of himself in having accidents in his plant.

Toledo, O.—The Produce Exchange held its annual election of officers Jan. 7. The following were elected: Pres., J. D. Hurlbut; first vice-pres., J. C. Husted; second vice-pres., J. Wickenhiser; sec'y, A. Gassaway; treas., Fred Jaeger; directors, L. J. Schuster, F. O. Paddock, F. R. Moorman, K. D. Keilholtz, W. A. Boardman, H. R. DeVore, C. W. Mallett, H. W. Applegate, D. Anderson, E. A. Nettleton; Com'ite of Arbitration, C. S. Coup, L. A. Mennel, J. W. Luscombe, Jr., G. D. Woodman, G. R. Forrester, Henry Hirsch, G. C. Eichler; Com'ite of Appeals, O. H. Paddock, S. L. Rice, R. L. Burge, Harry Hirsch, P. M. Barnes, G. A. Kregloh, W. E. Stone, J. A. Streicher, Harold Anderson, C. E. Paterson, H. O. Barnhouse.

## OKLAHOMA

Catoosa, Okla.—Mail addressed to J. W. S. Bower has been returned.

LaVerne, Okla.—On Feb. 1 the O. K. Elvtr. here will close, according to Wm. Orr, mgr.

Jet, Okla.—The Farmers Exchange is thinking of installing a motor.—Henry Walderich.

Jet, Okla.—The Cherokee Mill & Elvtr. Co. installed an electric motor.—Henry Walderich.

Jet, Okla.—Mail addressed to the Stevens Grain Co. has been returned marked "unclaimed."

Korn, Okla.—Mail addressed to B. I. Harms has been returned marked "Moved—left no address."

Wakita, Okla.—O. C. Edsall has succeeded F. E. Slaughter as mgr. of the Farmers Co-op. Elvtr. Co.

Enid, Okla.—Mail addressed to the McKnight Grain Co. has been returned marked "unclaimed."

Jet, Okla.—The Enid Milling Co. built a 20x24 flour and feed house here recently.—Henry Walderich, mgr.

Pauls Valley, Okla.—Mail addressed to the Farmers Elvtr. Co. has been returned marked "moved and left no address."

Jet, Okla.—Stevens Grain Co.'s elvtr. not operated this season; understand will be repaired and operated next season.—X.

Geronimo, Okla.—The McAnaw Grain Co. of Walter, J. J. McAnaw in charge, operates its elvtr. here as the Geronimo Grain Co.

Salina, Okla.—W. A. Graham & Co. of Pryor have succeeded C. E. Lindsey Elvtr. Co., which has gone out of business.—X.

Chickasha, Okla.—On Dec. 22 the new elvtr. of the Linton Grain Co. was burned, the building and machinery being totally destroyed.

Tulsa, Okla.—Andrew Arthur, 58 years of age, in the mill and grain business for many years, died recently after an illness of several weeks.

Washington, Okla.—The Robinson & Archer Grain Co. of Purcell, Okla., who own the elvtr. here operated by Gibbons and Son, are not operating same here this fall, account of short crops.—X.

Clinton, Okla.—There are two elvtrs. at this place. The Nelson Grain Co., R. E. Nelson, gen. mgr. of the line of houses, has one and the Farmers Union Co-op. has the other, which is managed by John Rymer. We now only have an office in Clinton and are handling our outside stations from here. We expect to build a 30,000-bu. cleaning house here in the spring on the trackage we now own.—Clinton Mlg. Co., P. G. Newkirk, sec'y-treas.

Korn, Okla.—There is no grain elvtr. being operated here at present, altho the building is still standing and might be used next year. Above is owned by J. Gerlach of Bessie, Okla. B. I. Harms used to run this elvtr. for some time and was in good standing with his employer and customers. Our custom mill is now being operated and owned by J. F. Reimer under the name of the Korn Milling Co. There is no railroad here.—H. M. Ducks, p. m.

Ponca City, Okla.—A Christmas gift in the form of a paid-up life insurance policy which will be paid for by the company as long as the employe remains with the company, and the proceeds to go to his family in the event of death and in case of total disability to the employe and his family, was received by the employees of the Ponca City Mlg. & Elvtr. Co. Each year that the employe remains with the company the amount of the policy is to be increased.—P.

## PENNSYLVANIA

Pittsburgh, Pa.—H. S. Allen & Co. have been expelled from the Grain Dealers National Ass'n for refusal to arbitrate.

Philadelphia, Pa.—The membership in the Commercial Exchange of Wm. C. Davis was sold at auction recently to Samuel L. McKnight for \$150.

Germantown, Pa.—A. Judson Stites, 68 years of age, died recently from the effects of a paralytic stroke with which he was afflicted several years ago. Mr. Stites was a member of the Commercial Exchange for over 40 years. He is survived by his wife, a son and a daughter.

Waynescastle (Greencastle p. o.), Pa.—Franklin Miller & Son, who operate an elvtr. here, were awarded damages amounting to \$6,861 together with interest on the amount from May 22, 1922, from the Gulf Refining Co. One of the oil company's trucks had been set on fire, following a collision with a train on the Western Maryland Railroad, in which the driver of the truck was killed, and this set fire to the elvtr. destroying it.

Philadelphia, Pa.—Members of the Commercial Exchange and merchants of the Bourse Dec. 31 held a funeral procession about noon with Charles I. Rini in the lead and James C. Vandergrift, H. M. Edenborn, Frank Montmore and Donald McKay carrying a coffin bearing the words, "Old Man Business—1923." After a few words by Undertaker Rini the coffin was lowered into the coal chute of the Bourse. A grain fight then started, grain and feed samples flying in all directions.

## OREGON

Portland, Ore.—Thomas Greer has succeeded Leo Cook, who resigned as sales mgr. for Kerr, Gifford & Co.

Portland, Ore.—The Merchants' Exchange has been reorganized. Frank L. Shull is pres., Charles E. Dant vice-pres., John Settle sec'y, and Raymond Wilcox treas. W. L. Wilson has been appointed ass't sec'y. At a recent meeting the Exchange voted to change the articles of incorporation, by-laws were adopted and the number of directors increased to five. The first annual meeting of the ass'n will be held Jan. 14. It will be decided upon to either enlarge the present quarters in the Board of Trade building or seek a new location. A com'ite will be named to negotiate with E. W. Wright for the purchase of the present exchange.

## SOUTH DAKOTA

Orient, S. D.—The Ree Valley Farmers' Co-op. Ass'n bot the grain elvtr. of the Orient Elvtr. Co. and will conduct it as a co-operative concern.

White Lake, S. D.—We have bot the A. A. Truax Elvtr. here of 40,000 bu. capacity.—Farmers' Grain Co., B. R. Lloyd, mgr. The Farmers' Grain Co. recently incorporated for \$25,000.

## SOUTHEAST

Mobile, Ala.—The Donahue Grain Co. incorporated; capital stock \$2,000. Incorporators: Herbert M. Donahue, Joseph A. Ryan and Geo. Finkbohner.

Greenwood, N. C.—The Sterling Flour & Grain Co. incorporated; capital stock \$20,000. Incorporators: E. W. Stalnaker, pres.; J. M. Rauton, vice-pres.; D. A. Woodward, sec'y, and C. W. Riddlehuber, treas.

## TENNESSEE

Nashville, Tenn.—Chas. D. Jones & Co., whose elvtr. burned here some time ago, are undecided whether they will rebuild or buy an elvtr.

Dyersburg, Tenn.—It has been erroneously reported that the Dyersburg Milling Co. was bid in recently. It is the Forked Deer Milling Co. that had been bid in for \$13,700.

Covington, Tenn.—Frank McBride bot the interest of James G. Owen in the firm of McBride & Owen and the firm will hereafter be known as McBride Bros. Mr. Owen has bot some farming property in the lower Rio Grande Valley of Texas.

Memphis, Tenn.—At the Memphis Grain & Hay Association's annual meeting Charles S. Kenney in charge of the mixed feed department of the Quaker Oats Co. was chosen pres. for another year. Walter Browne, vice-pres., and Walter J. Fransioli was re-elected sec'y. Directors are, E. E. Buxton, E. W. Sommers, W. P. Brown and Sim F. Clark.

Memphis, Tenn.—The Merchants' Exchange will hold its annual election of officers Jan. 12. The following are the nominees: Vernon L. Rogers, pres.; J. C. Jones, vice-pres.; directors, eight of whom are to be elected: A. E. Anderson, T. B. Andrews, W. P. Battle, W. P. Brown, Walter M. Brown, E. E. Buxton, S. F. Clark, E. E. Clarke, L. P. Cook, John B. Edgar, W. A. Hall, T. B. Jones, L. B. Lovitt, S. T. Pease, W. R. Smith, J. J. Wade.

## TEXAS

Houston, Tex.—Mail addressed to T. E. West & Co. has been returned marked "unclaimed."

Brandon, Tex.—The White Gin & Mill Co. will erect a large seed, grain, flour and feed warehouse shortly.

Dallas, Tex.—James Sigler & Co. have been expelled from the Grain Dealers' National Ass'n for refusal to arbitrate.

Cleburne, Tex.—The A. B. Deats Grain Co. was chartered April 1, 1923. We have leased the D. S. Sowell Grain Co.'s plant here. There are no other wholesale grain firms here now.—A. B. Deats Grain Co.



Weatherford, Tex.—The grain elvtr. of H. Bradfish was burned recently with a loss estimated at \$50,000 to \$100,000.

Ft. Worth, Tex.—The Federal Commission is now located in its new offices on the main floor of the Grain Exchange Bldg.

San Angelo, Tex.—The Western Texas Elvtr. & Grain Co. incorporated; capital stock, \$0,000. The firm bot from A. C. Waters and hers the business and property of the Easton Grain Co. here. Incorporators are F. V. Hall, R. Hall and J. H. Storey.

Ft. Worth, Tex.—The E. G. Rall Grain Co. is let contract for the erection of 10 concrete tanks for grain storage to be added to the present headhouse. The addition will represent 100,000 bus. capacity. The Jones-Het-lsater Cons. Co. has the contract.

Greenville, Tex.—We are erecting a new 0-bbl. flour mill, 200-bbl. corn meal mill, and will make 25 tons of poultry feed daily, with 0,000-bu. concrete elvtr. in connection at its place. This plant will be completed out June 1.—Greenville Mill & Elvtr. Co.

Port Arthur, Tex.—The Kansas City Southern Railway and G. P. Williams, of Beaumont will let contract soon for the erection of 600,000-bu. elvtr. here to be constructed of inforced concrete to cost \$1,000,000. The Kansas City Southern Railway and Mr. Williams will be joint owners of the plant.

## UTAH

Provo, Utah.—Martin Streble will be local agent for the S. P. Ayers Grain Brokerage Co. Mr. Streble was a member of the Provo Distributing Co. recently dissolved.

Lehi, Utah.—The Lehi Roller Mill are installing new steam barley rolls and a machine to crack wheat, corn, etc. The mill will be remodeled at once according to George G. Binson, mgr.

Salt Lake City, Utah.—George D. Hughes has succeeded Fred L. Brown as office mgr. for the Utah-Idaho Flour & Grain Co. of which D. B. Hughes, brother of George Hughes, is mgr.

## WISCONSIN

Milwaukee, Wis.—The Finance Com'te of the Chamber of Commerce has determined the January rate of interest at 6½%.

Leeds Junction, Wis.—Chamberlin & Co. are adding a large addition to their grain warehouse, which will double the capacity of the building.

Milwaukee, Wis.—The salvage from the Lyman Elvtr. which burned recently is being handled by Donahue-Stratton Co. Kneislers, operated the elvtr. Irving C. Lyman is planning to rebuild the elvtr.

Milwaukee, Wis.—Olin E. Harris of the Trans-Mississippi Grain Co., Omaha, Neb., has been admitted to membership in the Chamber of Commerce. The following memberships have been transferred: E. S. Cowgill, Edwin W. Stuhr and J. F. McCarthy.

Milwaukee, Wis.—The arrival of the New Year was celebrated by the members of the Chamber of Commerce with a colored orchestra's syncopations, also small horns and pipe making apparatus. Grain samples were used for confetti.

Milwaukee, Wis.—The reinspection rule of the Milwaukee Chamber of Commerce on corn has been changed to provide that the buyer must accept or reject the corn by 12 o'clock the day following day of sale, or of the day of arrival when sold to arrive. If the corn is reported "too full for thorough examination" or loaded in such a manner as to make it impossible to sample same thoroughly, the buyer may call reinspection at his plant, but he must notify the seller before noon of the next day of his intention to do so. The rule applies to all grades of corn.

New Richmond, Wis.—The elvtr. of the New Richmond Roller Mills Co., formerly owned by the Farmers' Grain Co., burned Dec. 17. Feed grinding equipment had been installed in it. The salvaging of the grain is being done by the Brooks Elvtr. Co. of Minneapolis. A feed mill, an attrition mill and other equipment is being planned for the company.

Milwaukee, Wis.—The cash commission rule was amended by vote of the members of the Milwaukee Chamber of Commerce on December 18th, by the addition of the following clause to Section II of Rule 32: "It shall be understood that it is a violation of the rule establishing rates of commission for a member, or his firm or corporation, to compensate in any way, directly or indirectly, any person for procuring or influencing shipments to such member, firm or corporation from an individual of whom said person is an employee, or from a firm or corporation of which the said person is either a member, an officer, director or employee, and any member who receives such compensation shall likewise be considered as violating the rule." Another change in the rule affected by the adoption of the amendment was the provision that suspension or expulsion shall be the penalty for violation of the commission rule, instead of a fine. The old rule called for imposing a fine of \$250 to \$1,000.

## Good Program in Preparation for Indiana Meeting.

The Indiana Grain Dealers Ass'n is planning for a splendid convention at Indianapolis on Jan. 17 and 18.

Ex-Gov. James P. Goodrich will tell something about Russia from personal experience and contact. Acceptance of assignment has been received from Robert S. Binkard, Vice Chairman of Com'te. on Public Relations of the Eastern Railroads, New York City, who will give an address on the general topic "The Farmer and the Railroads."

An address by Mr. R. Myers, the Publisher of the cooperative magazine will be on the general subject of wheat pooling, as a means of orderly marketing.

The Grain Dealers' National Ass'n to be represented by Sec'y Charles Quinn, and possibly an address by A. E. Reynolds of Crawfordville, giving some views as to business and other conditions in Germany, he having but recently returned from a business mission to that country.

Sec'y Chas. B. Riley writes: The subject of pooling, as a marketing facility, will be thoroughly considered in connection with the Sapiro contract for pooling, which has been adopted by the Indiana Farm Bureau and now going to the farmers of this state for signature and remittance, the latter being the important feature; and all in attendance will be given an opportunity to be heard, including farmers and others who may be in attendance.

## Books Received

TRANSPORTATION, the Master Key to Progress, is the title of an address before the National Machine Tool Builders Ass'n by Edward J. Kearney, retiring pres., based on a tour of railroad, inspection and interviews with officials, that contains a summary of the wonderful improvements that have been made and that are in prospect on our railways if restrictive legislation does not discourage the investment of capital. Copies of this address will be mailed to readers of the Grain Dealers Journal on application to the National Machine Tool Builders Ass'n, Provident Bank Building, Cincinnati, O.

## Supply Trade

NEW YORK, N. Y.—On Jan. 1 the U. S. Rubber Co. announced an advance of 10% in the price of mechanical rubber goods in which cotton duck sheeting and yarn is used.

BUFFALO, N. Y.—The Barnett & Record Co. has opened an office in the Marine Trust Bldg. The opening of this office will place the company in closer contact with its rapidly increasing business in the eastern territory.

CHICAGO, ILL.—W. H. Moses, sec'y B. F. Gump Co., died Dec. 14th after a short illness. Shortly after coming to Chicago in 1893 Mr. Moses became chief accountant of the Gump Co., later being appointed secretary, which office he held at the time of his death.

CHICAGO, ILL.—Geo. J. Noth, for many years manager of the Chicago office of Sprout, Waldron & Co., passed away on Dec. 31. Because of his thoro engineering knowledge and his genial nature Mr. Noth had an extensive acquaintance among the grain, feed and milling trade.

WICHITA, KAN.—There has been an abundance of moisture in this section of the country, and we don't believe that winter wheat prospects were ever better. Good prospects later in the spring will undoubtedly cause some activity in the elevator line in the Western part of the state, and the Texas Panhandle, as on account of bad crops this territory has been practically dormant for a couple of seasons.—Star Engineering Co.

CHICAGO, ILL.—Owen L. Coon, for several years engaged in work of recovering shippers' losses arising thru carrier's negligence, gives away to the Consolidated Adjustment Co. Mr. Coon will continue as consulting attorney for the new company where his extensive experience in carriers' claim matters will guide the new company to the best advantage. W. S. Braudt, with over 23 years' experience in railroad claim matters, will act as auditor manager.

MINNEAPOLIS, MINN.—We have recently made the following installations of Carter Disc Separators: Lukens Mfg. Co., Atchison, Kan.; Landa Mfg. Co., New Braunfels, Tex.; Montana Flour Mills Co., Bozeman, Mont.; Highpoint Mfg. Co., Highpoint, N. C.; Reuter Mfg. Co., Flat River, Mo.; Athens Roller Mills, Athens, Tenn.; Hecker-Jones-Jewell Mfg. Co., New York, N. Y.; Albemarle Mfg. Co., Albemarle, N. C.; Grimes Mfg. Co., Salisbury, N. C.; Plato Roller Mills, Plato, Minn.; Prosper Mills, Prosper, Tex.; Big Bend Mfg. Co., Davenport, Wash.; Genola Mfg. Co., Genola, Minn.; Beulah Mills, Beulah, Mo.; also shipped separators to Ireland, Australia, Sweden, India, Chile.—Carter-Mayhew Mfg. Co.

NEW YORK, N. Y.—The American Engineering Standards Com'te has given final approval to 50 standards, 22 of which were approved during 1923. The importance of the broadly democratic methods followed in this clearing-house work is receiving increasingly widespread recognition. In it all parties concerned with any standard, producers, consumers, and representatives of the public and government, participate (1) in deciding whether the work should be undertaken at all, (2) in formulating the standard, and (3) in its ultimate approval. Thus the industries are developing and using such standards as best fits their needs, without danger of such technical industrial matters becoming subject to legal enforcement or to governmental pressure. Is it not probable that many other of our important industrial problems will find their solutions by closely analogous methods?



## Seeds

MUSKOGEE, OKLA.—The Schaub Seed Co. has engaged in the seed business.

SPENCER, MASS.—The seed business of H. H. Capen has been taken over by the Cutler Co.

DELTA, UTAH.—The J. G. Peppard Co. of Kansas City, Mo., is enlarging its seed warehouse.

BLACKFOOT, IDA.—John R. Foulkes, representative of the Lyman Seed Co. of Minneapolis, died here recently.

A BILL for a duty of 10 cents per pound on alfalfa seed has been introduced by Rep. Williamson of South Dakota.

THE EXECUTIVE com'te of the American Seed Trade Ass'n will hold a meeting Jan. 26 at the Hotel La Salle, Chicago.

MILWAUKEE, WIS.—The salvage from the property of the Kellogg Seed Co. which burned recently is being handled by the North American Seed Co.

LA PLATA, MO.—The A. C. Spencer Seed Co. suffered a heavy loss recently when a fire destroyed the entire business block. Loss is partially covered by insurance.

HYDE PARK, N. Y.—A. T. Cook died recently aged 77 years. Some time ago he transferred the seed business which he started in 1876 to his cousin, Z. J. Ireland of Pleasant Valley, N. Y.

CHICAGO, ILL.—The Leonard Seed Co. registered a design of a cabbage with the words "Leonard's Seeds" as trade mark No. 185,525 descriptive of field, garden and flour seeds, onion sets and bulbs.

FARMERS of Macoupin County, Ill., devoted 9,000 acres exclusively to soy bean growing, in addition to about 40,000 acres in which beans were grown with corn. Some exceptional large yields were reported, one tract of seven acres producing 280 bushels.

WASHINGTON, D. C.—The Arlington Velvet bean, a new early variety developed by the U. S. Department of Agriculture makes excellent growth and gives added vigor to corn when grown with that crop. The development of the variety should bring velvet beans into general use at least as far north as the lati-

tude of Washington, Cincinnati, and Kansas City.

TOLEDO, O.—Clover shows recuperative power. Market made good recovery this week. Offerings readily absorbed on breaks. Some hedging sales against purchases of foreign seed on bulges. Nearby deliveries are now selling at a premium over March, taking carrying charges into consideration. Some trading over to February and March at the ruling differences. Country offerings continue light. Some dealers reporting better cash demand, while others say it is slow. Total stocks of clover here only 8,600 bags, compared with about 26,000 last year.—Southworth & Co.

MINNEAPOLIS, MINN., Jan. 5.—The country from April forward will have to depend largely on Argentina for their supply of seed and oil. The crop down there has been delayed but it is very large. We quote a cable as follows: "Average yield good, some very dirty, country damaged, estimated surplus 50,000,000 bushels. Crop late. If weather remains fine expect fair shipment about middle January." The demand for export cake for nearby shipment is good at fair prices, but there is little or no inquiry for futures beyond February, and we will have to take lower prices for spring and summer cake, which will be reflected in the cost of linseed oil.—Archer-Daniels-Midland Co.

MILWAUKEE, WIS.—Our warehouse was located next to a grain elevator of the old wooden type. This caught fire on the night of Dec. 13 and the flames immediately spread to our warehouse, sweeping thru the upper floors and destroying the cleaning mills and machinery. The fire loss was principally in the upper floors where our cleaning mills and machinery were and they were damaged very badly. The fire did not reach the floors below, but naturally there will be considerable damage by water. We do not know our loss, until the salvaging of seed has been completed. We are getting equipped in a temporary fashion and will be back into our own quarters in a very short time.—Kellogg Seed Co., W. H. Crossland, vice-pres.

OMAHA, NEB.—When the employees of the Field Seed Co. of Shenandoah gave a radio program recently from the broadcasting station of station WOAW, Woodmen of the World building of Omaha, a great many requests were made for another similar concert from the same organization. The Field entertainers are all employees and neighbors of the seed company and their club was formed for their personal amusement without thought of what could be done in any commercial way. They do not claim to be professional musicians but they have a love for the old time simple songs and music, as they were sung in America's homes forty or fifty years ago. The organization is led by Henry Field himself. All accompaniments are played on the old fashioned parlor organ and the accompanist for the choruses is Lena Sanman. The fiddling was old time "foot warmers" played by ear. No modern jazz or high brow classic stuff was given out. The program was confined to old time melodies thruout.—J.

### Seed Analysts Meet.

The Official Seed Analysts of North America held their annual meeting at Cincinnati, O., Dec. 27 to 29, and elected the following officers for 1924: Pres., M. T. Munn, New York; vice pres., W. H. Wright, Toronto; sec'y, A. L. Stone, Wisconsin.

Mr. Munn announced that the official rules for testing adopted by the Ass'n will be published by the New York State Exp. Sta. at Geneva in a bulletin.

Two changes in the seed importation act were approved by the Ass'n, both authorizing the Sec'y of Agriculture to exercise more power. He would have the power to add to or take from the operation of the act any kinds of seed, and to stain seed found unfit for planting.

### Grower of Seed Liable to Dealer.

Guy Davis, who operated a cotton gin, made it a practice to buy improved cotton seed to sell to his farmer customers at cost with a view to production of better cotton. He bought 1,100 bus. of seed from the Ferguson Seed Farms under a warranty that the seed would be sound, would germinate and in every way would be fit for planting. It was planted by his customers in various soils in the territory near Dawson, Tex., but with few exceptions failed to germinate.

In making the original inquiry for seed Mr. Davis had written, "Will you stand behind the Lone Star cotton seed as being of best grade?"

Mr. Ferguson wrote in reply:

"Mr. Davis, Ferguson Seed Farms does not go out and buy any cotton seed from anyone. All our seeds are our own creations and represent improved strains which have been developed in our own breeding blocks.

"And what is more to the point, they are improved. To substantiate this statement, we do not ask anyone to take our declarations in the matter. The information given on page 13 of our catalog and elsewhere, offers very substantial proof that our seeds have been bred to yield, and bred to make a good turnout at the gin. These are important points and mean much to the profits of the farmers' cotton crop."

Mr. Davis brought suit to recover the value of the seed at the price he paid, also \$4,000 damages that he was liable to his farmer customers; but Judge Scarborough in the district court of Navarro County directed the jury to return a verdict for defendant on the following:

"Stringless Guarantee.

"Seeds must be satisfactory to you or you get your money back.

"Our certified seeds are sold for cash with order, sacked and delivered f. o. b. Sherman but subject to examination and acceptance on arrival at your station. Ten days after arrival and at your station are allowed to make a germination test, look them over and decide.

"While we exercise great care to have all our seeds pure, true to name and reliable in every way, for obvious reasons, we do not give any warranty, expressed or implied, about the character of the crop. No reasonable man expects this.

"We guarantee safe arrival of the seeds, but do not assume responsibility for delays, shortage, losses or damage caused by carriers.

"If Seeds Are Not Satisfactory: We want to be as liberal as could reasonably be expected. All we ask is that you carefully examine the seeds on arrival; if they are not satisfactory, or if you do not 'feel just right' about your investment, then have the goods promptly reshipped to us by freight in original bags.

"(Note: Your satisfaction is the only condition.)

"On return of the seeds we will refund your money without any 'ifs' or 'ands' or questions asked. Your judgment will be final and your word sufficient. Isn't this fair?"

The Court of Civil Appeals on Oct. 23, 1923, reversed this decision, basing it on the original order given by Davis to Johnson, traveling salesman for Ferguson, as follows:

"Ferguson Seed Farms,

"Sherman, Texas.

"Order No. 207. Date, Oct. 29th, 1918.

"Sold to Guy Davis.

"Ship to Dawson, Texas.

"How Ship, Freight. When, Jan. 1st, 1918.

"Terms, Draft B/L attached.

"Cash payable at Sherman, Texas, in New

York or Sherman Exchange.

Quantity. Class and Variety. Price.

300 Bu. Lone Star Reg. \$750.00

100 Bu. Mebane Triumph Reg. 250.00

"F. O. B. Sherman.

"Draft to Liberty National Bk. Dawson,

Tex. (c)

"Send samples of Mebane & Lone Star Seed

at once. Cash Received on this Order.

"All conditions must be expressed in writing.

No verbal agreements recognized. This order

is taken subject to the approval of Ferguson

Seed Farms at the office of the company at

Sherman, Texas.

"Guy Davis, Buyer.

"(If a corporation, so state.)

"By:

"Samples of Mebane and Lone Star for Gin

at Dawson and Gin at Purdon.

"Approved at Sherman, Texas.

"Ferguson Seed Farms,

"By: Sam C. Johnson, Salesman.

"Ferguson Seed Farms,

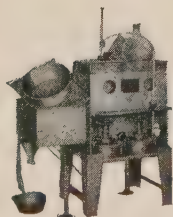
"By: \_\_\_\_\_

This order was duly acknowledged and con-

firmed as follows:

## WET CORN

Necessitates Your Protection  
from Financial Loss



The Best  
Insurance

is correct  
grading equip-  
ment which  
means

**SEEDBURO**

(Trade Mark)

Moisture Testers, Dockage Scales,  
Sieves and other Approved Devices.

Manufactured by

SEED TRADE REPORTING BUREAU

1018 S. Wabash Ave., Chicago, Illinois

Send for Catalog 50G



"A. M. Ferguson, Sherman, Texas.

October 31, 1918.  
The Court said: It will be seen that the order of Oct. 29, above set out, does not contain the "Stringless Guarantee" or any reference to same. Neither does the letter confirming said order, nor does the letter of confirmation, confirming the order increasing the amount of the original order to a carload, nor the acknowledgment of same, but the first time that same appears is on the notice of shipment (called "Acknowledgment of Order and Notice of Shipment" on blank form used by appellee containing invoice of sale) of date Dec. 3, and upon the tags attached to the sacks in which the seed were shipped, which was after the order for the seed had been given by appellant and accepted by appellee. So, whether there was a warranty is a question of fact to be found by the jury from all the facts and circumstances in evidence.

Of course, if the seed were sold with a warranty, the printing on the invoice and the shipping tags of the disclaimers ("Stringless Guarantee") would have no effect upon the warranty.

For the errors indicated, the judgment is reversed and the cause remanded.—255 S. W. Rep. 655.

## Toledo Seed Grades Changed.

The old designations of "rejected" and "no established grade" has been dropped from the rules for grading seed at Toledo. "Rejected" becomes No. 4, and N. E. G. becomes "sample," so the new rules read as follows:

**Choice Clover Seed**—To be bright in color, dry, sound, plump, well cleaned, and containing very few foreign seeds, and of uniform quality.

**No. 2 Clover Seed**—To be merchantable clover seed, but too badly mixed with dirt, brown or foreign seed, or in other respects not good enough for prime.

**No. 3 Clover Seed**—To be merchantable clover seed, to include very brown, shrunken or dirty seed, and too badly mixed with foreign seed for No. 2.

**No. 4**—To include all seed very dirty and so badly mixed with foreign seed as to render it unfit for No. 3.

**Sample**—Covers all seeds between No. 4 and tailings.

## Warning Against Imported Clover.

The clover seed com'tee of the International Crop Improvement Ass'n has informed the Sec'y of the U. S. Dept. of Agriculture that "Comparative tests of clover seed from various sources, native and foreign, conducted by experiment stations in the majority of clover-growing states, show conclusively the worthlessness of imported European seed, particularly that of Italian and French origin, which represents the bulk of the importations."

The com'tee consists of H. D. Hughes, Iowa State College; S. C. Salmon, Kansas Agricultural College, and J. F. Cox of the Michigan Agricultural College.

J. C. Hackleman, sec'y of the Ass'n, wrote the Government that the red clover-seed crop

## Receipts and Shipments of Seeds.

Receipts and shipments of seeds at the various markets during December compared with December, 1922, were as follows:

FLAXSEED				
	—Receipts—		—Shipments—	
	1923	1922	1923	1922
Chicago, bus.....	172,000	22,000	.....	1,000
Duluth, bus.....	554,594	565,032	1,351,193	783,541
Minneapolis, bus.....	877,260	632,000	165,720	108,310
New York, bus.....	172,600	.....	.....	.....
Winnipeg, bus.....	765,000	.....	.....	.....
Milwaukee, bus.....	37,180	38,610	.....	72,209
Montreal .....	.....	.....	.....	.....
Fort William .....	755,562	411,797	751,184	422,018
TIMOTHY				
Chicago, lbs.....	1,329,000	1,050,000	1,001,000	1,895,000
Milwaukee, lbs.....	214,735	728,482	388,570	401,622
Toledo, bags.....	2,133	891	30	922
CLOVER				
Chicago, lbs.....	1,039,000	1,214,000	674,000	1,203,000
New York, bags.....	5,415	.....	6,123	.....
Milwaukee, lbs.....	260,075	245,206	879,411	915,289
Toledo, bags.....	4,194	4,917	1,875	2,304
KAFIR AND MILO				
Kansas City.....	249,800	444,400	273,000	145,000
St. Joseph.....	3,000	90,000	3,000	18,000
St. Louis.....	13,200	50,050	12,780	10,690
Wichita, bus.....	31,200	30,000	22,000	25,000
ALSIKE				
Toledo, bags.....	3,668	418	407	537

in the United States does not exceed 45 per cent of normal this year, and for this reason there is a threatened importation of 30,000,000 pounds of red clover seed, enough to plant 3,000,000 acres, from France, Italy, Argentina and Africa. This seed has been tested in all portions of the United States.

A resolution protesting against importation of worthless clover seed was adopted by the International Crop Improvement Ass'n at its recent meeting.

## Wheat Acreage Should Be Reduced.

The wheat-producing industry was very much disturbed by the war. Previously, an important part of the supplies received by importing countries came from Russia and the Balkan countries; the war cut off these supplies, which greatly stimulated production in other countries, notably the United States and Canada. Since the war grain production has recovered all over Europe, and Russia has reappeared as an exporter, with the result that there is an over-supply of wheat. The United States has reduced its acreage in some degree, but not to the pre-war area, while Canada and Argentina are producing much more than heretofore. This is a case where production was increased to meet an emergency and the emergency having passed it should be accordingly reduced.—National City Bank of N. Y.

## Hearing on Federal Hay Grades.

A public hearing will be held in the Hay Laboratory of the Bureau of Agricultural Economics, 5th floor, 339 Pennsylvania avenue, N. W., Washington, D. C., beginning at 9:30 a. m. Tuesday, January 22, 1924, to consider modification and simplification of the present Federal hay grades. All interested are invited and urged to be present.

The proposed changes to be considered at this hearing incorporate the results of recent investigations by the Department and suggestions received from National, State and local associations and exchanges, hay inspectors and independent producers, dealers and consumers.

Some of the suggestions received which are to be considered at this hearing are as follows:

1. That the present Federal grades be simplified. The number of grades in all classes of timothy, clover, clover mixed and grass mixed hay according to present Federal grades is 49. It is proposed to reduce the number to 29.

2. That number 4 grade shall be eliminated, as experience in the past year has shown that very little hay comes under this grade.

3. That more clover be permitted in timothy and that there be fewer classes of hay. It is proposed to increase the clover allowance in timothy, to cut out one of the clover mixed and two of the grass mixed classes, and to add a class that covers mixtures more fully.

4. That color as a grading factor be expressed by the percentage of green color in the hay.

5. That the relation of foreign material to hay grades be more clearly defined. It is proposed that foreign material be made a definite grading factor.

Hay classed and graded in accordance with the draft of the new proposal will be on exhibition at the hearing for reference and study. It is hoped that constructive suggestions will be offered either in person at the hearing January 22 or by letter. If by letter, it should reach the office of the Bureau of Agricultural Economics not later than January 18. All suggestions received will be given full consideration in revising the grades.

## Value of Reading.

It lies not in the fact that you accept what you read as truth. The big value is that it makes you think for yourself, opens the way for you to reach new conclusions and form new ideas in your mind.—Barstow.

# ELLIS GRAIN DRIERS

× ×

Wherever you go among the grain trade you will hear the Ellis Drier spoken of as a "good drier." That is a tribute which we have spent 25 years in getting and now that we have it we propose to keep it.

× ×

## THE ELLIS DRIER CO.

Roosevelt Road and Talman Ave.  
CHICAGO, U. S. A.

## Cipher Codes

**Universal Grain Code:** The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper bound, \$1.50.

**Robinson Telegraph Cipher Code:** With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

**Millers Telegraphic Cipher:** 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3¼x6 inches, paper bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 7th edition revised for provision and grain trades. Contains 145 pages 4½x5½ inches, bound in cloth. Price \$2.00.

**A. B. C. Improved Fifth Edition Code, with Supplement:** Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Your name in gold stamped on any of the above codes for 35 cents extra.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. La Salle St., Chicago, Ill.



## Supreme Court Decisions

### Damages for Delay in Furnishing Cars.--

In an action for damages for delay in furnishing cars for transportation of poultry, the measure of damages is the difference between the market value of the poultry at the place of destination in the condition in which it should have arrived without unnecessary delay and the market value in the same place at the time and in the condition in which it was actually delivered.—*Davis v. McKinley*, Court of Appeals of Kentucky. 255 S. W. 523.

**Seed Grower's Liability.**—In an action to recover damages against a seller for breach of warranty, the amount received by buyer on resale has no bearing on his right to recover against the seller, except as evidence of the actual value of the property furnished. Where seed were warranted to be fertile and the buyer sold them to his customers with a like warranty, the buyer could recover from seller for breach of warranty, though he had resold the seed and had not refunded any sum to his customers and no claim against him had been made.—*Davis v. Ferguson Seed Farms*, Court of Civil Appeals of Texas. 255 S. W. 655.

**Membership Pledge with Bank as Collateral Can Be Forfeited by Exchange.**—Where, as against a pledgee of membership in defendant's exchange, defendant had the right to suspend those memberships because of the members' misconduct in failing to discharge a debt which was subsequently voluntarily paid by the exchange, the exchange could, as a condition to reinstating the memberships, demand payment from the pledgee of the debt so paid; the enforcement of the claim being incidental to the enforcement of the right to suspend.—*Drovers Nat. Bank v. Denver Live Stock Exchange*, Supreme Court of Colorado. 220 Pac. 402.

**Shipper's Claim Barred by Delay in Giving Notice to Carrier.**—A shipper's action against an initial carrier for the loss by fire of a shipment of feed through the fault of the terminal carrier in failing to furnish cars was barred where notice was not given the initial carrier within the four months specified by the B/L, and not until two years thereafter, during which time the terminal carrier had become insolvent; the Interstate Commerce Commission's order of February 9, 1914, relative to suspension of the limitations in a B/L being ineffectual to revive a cause of action already barred.—*J. C. Hubinger Bros. Co. v. C. & B. & Q. R. R. Co.* Supreme Court of Iowa. 195 N. W. 762.

**Contract Void for Shipment of Feed in Other Than State Even Weights.**—Section 2106 of the Civil Code of 1910 is sufficiently broad to include "beet pulp" as a "concentrated commercial feeding stuff," and since the litigants specifically contracted for the sale and purchase of beet pulp in sacks containing 88 pounds, in direct violation of section 2107, and since section 452 of the Penal Code penalizes any violation of the provisions of chapter 3 of the fifteenth title of the Political Code, which includes section 2107, by a fine, or imprisonment, or both, the contract under consideration was void.—*Southern Flour & Grain Co. v. C. E. Smith Co.* Court of Appeals of Georgia. 120 S. E. 36.

## Railroad Claims Collected

Send in Claims of every description. No Collection. No Pay.  
**The Security Adjustment Co., Inc.**  
 1132 Builders Exchange Bldg., MINNEAPOLIS, MINN  
 References: Any bank, mercantile agency, commission firm or editor of this publication.

**License Tax on Seed Dealers Invalid.**—Rem. Comp. Stat. Wash. § 2827, as amended by Acts 1923, c. 137, § 6, imposing a license tax on dealers in agricultural seeds, to be used in paying the expense of inspection of seeds by the director of agriculture, who is required to inspect all seeds for sale in the state, but which exempts from such tax dealers in seeds grown within the state and purchased from the producers, is invalid as discriminating against seeds grown in other states and imposing an unauthorized burden upon interstate commerce.—*J. A. Boyce v. E. L. French*, Director of Agriculture of State of Washington. 293 Fed. 43.

**Suit on Contract in Buyer's County.**—A contract to deliver oats, which provided that differences between buyer and seller were to be adjusted in buyer's county, authorized suit for breach thereof in buyer's county; it being a contract in writing to be performed in buyer's county, and within exception of Rev. St. art. 1830, conferring rights on defendants to be sued in county of residence. Where written contract for delivery of oats provided that differences arising thereon were to be adjusted in buyer's county, parol contract that in consideration of buyer's cancellation of written contract seller promised to pay buyer 10 cents per bushel for oats contracted for was not an accord or satisfaction or a novation, entitling seller to be sued in his own county as on a contract not in writing, and therefore not within exception of Rev. St. art. 1830.—*J. C. Street v. Smith Bros. Grain Co.* Court of Civil Appeals of Texas. 255 S. W. 778.

**Duty to Insure Stored Grain.**—Where plaintiff delivered certain grain at elevator with the request made and understanding had that storage warehouse receipts should be issued therefor, and where such receipts were issued for a part only of such grain, and scale tickets for the balance, and where storage warehouse receipts issued by defendant provided a charge for insuring grain stored, and where thereafter defendant's elevator was destroyed by fire, it is held, for reasons stated in the opinion: (a) That the pleadings present a cause of action for breach of duty sounding in contract on the part of the bailee of the grain. (b) That it was the duty of the bailee to issue storage tickets pursuant to the law for the grain when request was made therefor, and to insure stored grain.—*Nordal v. Davidson*, Supreme Court of North Dakota. 195 N. W. 654.

**Government Liable as Operator of Railroads.**—The Director General of Railroads, while operating the railroads under federal control assumed by the President under Act Aug. 29, 1916, and the Federal Control Act of March 21, 1918 (Comp. St. 1918, Comp. St. Ann. Supp. 1919, §§ 3115¾a-3115¾p), operated the railroads as a single national system of transportation under a unified head or control, and not as separate companies or systems, and the Director General was responsible for damages sustained through the negligent operation of said railroads during federal control, regardless of what road or roads in the operation of which such negligence occurred, and without regard to the relation, affiliation, or association of said roads in their corporate capacity. Under Transportation Act 1920, an action against the federal agent of railroads for damages suffered from the operation of railroads under federal control is an action against the United States, and not against the railroads, and service of process, within the venue provided by Transportation Act 1920, on the service agent for any of the railroads, gives jurisdiction over the federal agent as to all of the railroads, in the operation of which during federal control the damages complained of resulted.—*Davis, Agent, U. S. R. R. Administration, v. Alexander*, Supreme Court of Oklahoma. 220 Pac. 358.

**Ship Bound to Make Right Delivery.**—Where the master of a vessel on the Great Lakes receives on board a cargo of grain loaded by the charterer, he is presumed to know that the charterer in due course will issue Bs/L, and the ship is bound to make right delivery in accordance with such Bs/L. By the prevailing custom at Buffalo, a ship bringing a cargo of grain is required to unload at the particular place designated in the B/L, or, if not so designated, at the place named by the consignee. Evidence held not to sustain the claim of a ship that it was excused from making delivery of a cargo of barley at the elevator designated in the B/L, because it was not a safe place to reach and lie in discharging.—*Fleischmann Malting Co. v. Steamer G. A. Tomlinson*, District Court, Western District of New York. 293 Fed. 51.

### Buyer Can Not Reject Because of Carrier's Error in Billing.

General Commission Co., Kansas City, Mo., plaintiff, v. Northern Grain & Warehouse Co., Los Angeles, Cal., defendant, before Arbitration Com'te No. 6 of the Grain Dealers National Ass'n. composed of Wm. J. MacDonald, D. A. Pattullo and F. G. E. Lange.

Sale was evidently made on May 15, that being the date of broker's confirmation and follows confirming wire of seller dated May 14. This confirmation stipulates delivery at San Bernardino and therefore, as no objection was made by buyer until May 18 it must be considered that contract originally called for such delivery. Thereafter contract was altered, on demand of buyer and with consent of seller, to make delivery at Los Angeles for diversion.

Thru seller's error shipments were originally billed to San Bernardino and papers were presented to buyer by a Los Angeles bank showing such billing. Buyer thereupon declined this tender, but did not reject. Papers on the first tender went back to Kansas City and at a later date were again presented to buyer by the bank, including Bs/L calling for delivery at Los Angeles. Buyer lays great stress on the evident fact that the Bs/L originally calling for delivery at San Bernardino had merely been altered to read for delivery at Los Angeles, and wired to seller that destinations had been changed "apparently without authority from railroad." Buyer, however, makes no attempt to prove their contention or the statement contained in their above mentioned wire. Neither does buyer show proof of any kind that they found it impossible to divert the cars beyond Los Angeles at the thru rate, despite the fact that cars actually arrived at Los Angeles and seller had advised that such diversion was possible. Buyer rejected the second tender on the one ground that shipment was not made in accordance with contract but makes no attempt to prove their contention. Seller, however, submits proof to show that destination of cars had actually been altered by the railroads and that in one case at least the railroad company acknowledged that they had made an error in the original billing.

It would, therefore, appear to this com'te that seller had done everything possible to fulfill the contract terms, and went even further by offering to make an allowance to buyer of \$ per ton subject to later decision of an arbitration board as to their responsibility. Had buyer shown the same good faith and at the same time been fearful of the impossibility of diversion at thru rate the fair thing to have done would have been to request seller to guarantee payment of local rates or even to have placed a sufficient amount of money with the Los Angeles bank to cover such possible local freights. The record shows that in face of a lower market buyer made rejection on the one count of supposed improper documents and made no attempt to prove the correctness of claim.

Plaintiff's exhibit P. 16 shows that car was actually billed to Los Angeles. Furthermore plaintiff's Exhibit P. 19 is an arrival notice from the railroad company showing arrival at Los Angeles. Therefore this com'te must presume that the car actually did arrive at Los Angeles in accordance with contract. This point is of little importance, however, as even though the car had arrived at San Bernardino it would seem that such delivery would have been the fault of the railroad company and that buyer could have forced railroad to place car in Los Angeles in accordance with B/L. An error on the part of a carrier cannot be laid at the door of one of the contracting parties.

In view of the above facts as we have found them, we, therefore, decide that defendant's rejection on his given grounds of rejection was in error and accordingly award damages to the plaintiff. Such damages shall be the difference between the value of good sound merchantable Kansas bran at the date of wrongful rejection, viz, \$28.50 a ton, and the contract price of \$33.50 a ton, a net amount of \$5 a ton or a total of \$450 on the contract quantity of 90 tons, plus interest on such amount from date of rejection, June 6, 1922, until paid at the rate of 6% per annum. And we further assess the costs of this arbitration to the defendant.



## Patents Granted

**1,478,269. Grain Handling Apparatus.** John D. Travis, Clio, Ia. On a wagon are several boxes smaller at the bottom and having bails connected below their centers of gravity, the bails contacting with stops on the sides of the boxes which are dumped when reaching a trip on the path of their travel.

**1,478,000. Feeder.** Emil R. Draver, Richmond, Ind., assignor to B. F. Gump Co., Chicago, Ill. A stationary trough has a discharge outlet at one end and contains a rotating conveyor. At the outlet of the trough is a hollow, conical chute having a free outer edge and having its smaller end disposed adjacent to and continuous with the trough.

**1,477,180. Seed Corn Tipper.** Chas. F. Ladwig, Huntsville, Mo. A hollow, tapering metal body has spaced ribs, of uniform size, on its inner face, converging toward the smaller end of said body, said ribs being of a height, at the smaller end of said body, approximately equal to the distance between the opposed ribs, located opposite each other.

**1,477,964. Method of Producing Stock Feed from Coarse Farm Products.** Elmyr A. Laughlin, Oregon, Ill. The process of reducing coarse farm products to stock feed, which consists in subjecting the products, in a solution of diastase, through gradually reducing temperatures from a point below the boiling point of water to a point suitable for stock consumption.

**1,477,028. Grain Cleaning Machine.** Frank C. Hodgett, Minneapolis, Minn., assignor of one-half to Frank J. Seidl, Minneapolis. On the main frame of the machine is a screen having tappers beneath, striking the under side of the screen. The tappers are operated by an actuator mounted on rotors, the lower reach of the actuator ejecting screenings from the hopper.

**1,477,586. Feed Mixer.** Charley Thomas Patterson, Springfield, Mo. A feed box communicates at one end with the upper portion of the mixing box, and certain of the uprights of the frame project at their upper portions along opposite sides of the discharge end of the feed box to form stops, against which abut movable partition plates insertable within the feed box.

A feed plate is shiftable lengthwise of the feed box.

**1,479,082. Bean Sorting Device.** Lee A. Medcalf, Fairgrove, Mich. The machine comprises a revolving flat tilted table having a plurality of small sand openings around the outer edge thereof, spaced apart brushes and scrapers thereon and stationary with relation thereto, a plurality of adjustable paddles for forcing the product towards the center of the table, and means for adjusting the paddles.

**1,477,502. Ear Corn Crusher.** Frank R. Killick, Muncy, Pa., assignor to Sprout, Waldron & Co., Muncy. Shafts carry a plurality of peripherally toothed disks arranged side by side, with the points of the teeth of one disk extending between the points of the teeth of another disk of the same set, and forming practically a single disk having one-half of its teeth arranged on one side and the other half on the other side of a line passing centrally between the two disks.

**1,479,764. Machine for Treating Small Grain.** Max A. Wheeler, Lind, Wash. The grain is fed by a hopper into a tank containing a drum journaled in the tank. At openings in the sides of the drum are double wings forming pockets, the outer parts scooping material from the bottom of the tank and the inner parts of the wings dropping the material into the drum before reaching the upper run. Other wings hold the material until reaching a position above a discharge chute.

**1,477,262. Rice Huller.** Daniel J. Hayes, Wood Haven, N. Y. The machine comprises frame members, each having a socket therein, a casing open at one end and closed at the other, the casing being supported in the said sockets of the frame members, a cylinder within the casing, the cylinder having a series of inclined ribs at one end for advancing material as supplied to the cylinder, a series of oppositely disposed ribs at the other end, and a plurality of spaced obliquely placed ribs intermediate of the aforesaid ribs, and means for revolving the cylinder.

**1,478,921. Loading Spout Regulator.** Walter Gay Slater, Wiley, Colo. The regulator comprises a rod having one end engaging the free end of the spout through a universal connection, a swivel guide head for the rod adapted to be attached to the side of a vehicle to be loaded and having a guiding channel for the rod open at the top to permit lateral insertion of the rod, a ratchet tooth rack on the bottom of the rod, a ratchet engaging member at the bottom of the channel in the guide head, the complementary

ratchet elements being arranged to engage under the force of gravity to hold the rod against outward movement and to disengage upon rotation of the rod, and a single controlling handle for manipulating the rod for universal movement of the spout and controlling the engagement and disengagement of the ratchet elements.

**1,478,616. Seed Separator.** Jas. B. Rylander, Austin, Tex., assignor to the Rylander Co., Austin. The separating apparatus includes a separating chamber increasing in transverse area from its lower to its upper end and having a seed outlet at its bottom and an air outlet at its top, there being an air inlet in one wall of the chamber near the bottom thereof, a seed delivering valve rotatably mounted below the seed outlet and constituting a closure to prevent free flow of air through the seed outlet into the chamber, means for setting up a suction of air across one side portion of the chamber between the air inlet and the air outlet, a beater at one side of the chamber for throwing seeds horizontally across the chamber against the opposed wall and through the air current between the air inlet and air outlet, and means for supplying seeds to the beater.

# HESS

## GRAIN DRIERS CONDITIONERS

### Moisture Testers and Accessories DOCKAGE SIEVES and SCALES

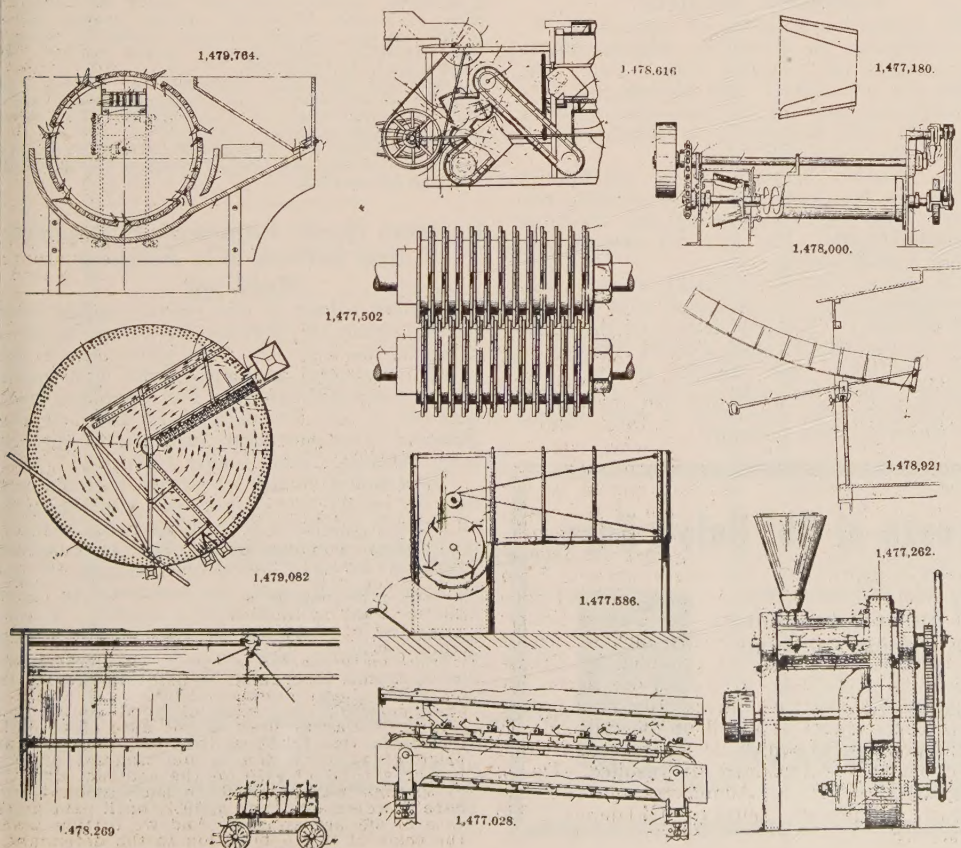
### EMERSON KICKERS

### Grain Testing and Sampling Apparatus

Write for free booklet

## HESS WARMING & VENTILATING CO.

1207-1227 S. Western Ave.  
CHICAGO





## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & A. in Supplement No. 1 to 1629-D gives joint and proportional rates on grain products from stations in Illinois to Cairo, Ill., and Evansville, Ind., effective Jan. 22.

L. A. Lowrey, agent, in Supplement No. 11 to 20-M, gives local and joint terminal charges, rules and regulations from or to points within the Chicago district, effective Jan. 21.

C. & E. I. in Supplement No. 24 to 6639-D gives rules governing milling and malting in transit privileges on grain and grain products at stations on the Chicago & Eastern Ills. Railway, effective Jan. 15.

C. & A. in Supplement No. 8 to 2-I gives freight tariff showing switching and other terminal charges also rules governing absorption of switching, drayage and transfer charges on stations on the Chicago & Alton Railroad, effective Feb. 1.

C. & E. I. in Supplement No. 13 to 625 gives joint and proportional rates on grain and grain products from stations on the Chicago & Eastern Ill. Railway to points in Alabama, Arkansas, Florida, Kentucky, Louisiana, Mississippi and Tennessee, effective Jan. 15.

Illinois Traction System in Freight Tariff No. 428-F gives joint and proportional rates on grain products from Peoria and Pekin, Ill., to stations in Illinois on the Louisville & Nashville R. R., Mobile & Ohio R. R., and Missouri Pacific R. R. and Southern Railway, effective Jan. 24.

C. & A. in Supplement No. 8 to 1602-G gives rates on grain and grain products from Kansas City, St. Joseph, Mo., Atchison and Leavenworth, Kan., to stations on the Chicago & Alton Railroad and its connections in Illinois, Indiana, Iowa, Michigan, Missouri, Ohio and Wisconsin, effective Jan. 22.

C. & A. in Supplement No. 5 to 1609-F gives local, joint and proportional rates on grain, grain products, seed, hay and straw between Chicago, Peoria, Ill., and St. Louis, Mo., also Rondout and Waukegan, Ill., and stations in Missouri on the Chicago & Alton Railroad and Hannibal, Missouri, effective Jan. 22.

C. & A. in Supplement No. 1 to I. C. C. No. A-1631 gives joint rates on grain and grain products from stations in Illinois on the Chicago & Alton R. R., and Chicago & Illinois Midland R'y., also St. Louis and Louisiana, Missouri to Milwaukee and Racine, Wis., also North Chicago and Waukegan, Ill., effective Jan. 22.

C. & A. in Supplement No. 4 to 1596-G gives joint and proportional rates on grain and grain products from stations in Illinois on the C. & A. R. R., C. & I. M. R'y and C. & N. W. R'y, also from Louisiana, Mo., to Key West, Fla., Mobile, Ala., New Orleans, La., Pensacola, Fla., Port Charlotte, La., and Westwego, La., effective Jan. 22.

C. R. I. & P. in Supplement No. 9 to 13207-J gives joint proportional rates on grain, grain products and seeds, from Albright, Neb., Atchison, Kan., Council Bluffs, Iowa, Kansas City, Kan., Kansas City, Mo., Leavenworth, Kan., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Illinois, Indiana, Iowa, Michigan and Wisconsin, effective Jan. 28.

E. B. Boyd, agent Western Trunk Lines, in Circular No. 1-R, gives rules, regulations and exceptions to classifications, effective Feb. 1.

C. & A. in Supplement No. 5 to 1604-H gives local, joint and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin and East St. Louis, Ill., also St. Louis Mo., and stations on the Chicago & Alton Railroad, Chicago & Illinois Midland Railway and Chicago & Northwestern Railway in Illinois, also to Toledo, Ohio and Detroit, Michigan and station on connecting lines in Illinois, effective Jan. 22.

C. & A. in Supplement No. 1 to 1614-G gives joint and proportional rates on grain, from stations in Illinois on the Chicago & Alton Railroad and Chicago & Illinois Midland Railway, to Aurora, Ind., Cairo, Ill., Cincinnati, O., Evansville, Ind., Indianapolis, Ind., Jeffersonville, Ind., Lawrenceburg, Ind., Louisville, Ky., New Albany, Ind., Owensboro, Ky., Seymour, Ind., and points in Illinois on M. & O. R. R. and W. C. & W. R. R., effective Jan. 22.

I. C. in Supplement 19 to 1537-G gives local, joint and proportional rates on grain, grain products, cotton seed products and seeds between stations in Illinois, Indiana, Wisconsin, also Dubuque, Iowa, and St. Louis, Mo., and Chicago, Ill., Milwaukee, Wis., Minneapolis, Minn., Paducah, Ky., Peoria, Ill., St. Louis, Mo., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri and Wisconsin, effective Jan. 22.

C. R. I. & P. in Supplement No. 7 to 10389-H gives local, joint and proportional rates on grain, grain products and seeds, between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, also Kansas City, Atchison and Leavenworth, Kan., also on grain and grain products, carloads, from stations in Iowa, Minnesota and South Dakota to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined Southeastern and Carolina territories, effective Jan. 14.

C. R. I. & P. in Supplement No. 10 to 28675-F gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota, and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texas, effective Jan. 16.

### Calendars Received.

The Columbian Rope Co. of Auburn, N. Y., is distributing an attractive calendar showing a picture of a famous clipper ship. The colors are particularly well blended.

A calendar showing the numerous mills of the Yukon Mill & Grain Co. of Yukon, Okla., bears large clear figures.

The Jesse C. Stewart Co. of Clarksburg, W. Va., is distributing a very serviceable calendar. Each page contains not only the large monthly calendar, but also the month preceding and following.

The many friends of Henry Simon, Ltd., Manchester, Eng., are delighted with the new 1924 calendars. The gold letters of the firm's name on the glazed cream colored background make the large desk calendar unusually attractive. There is a page for each day of the year showing the date with a most helpful and inspiring verse beneath.

### Insurance Notes.

CHICAGO, ILL.—The constitutionality of the Illinois Workmen's Compensation Act is challenged by Attorney Chas. Roagh in the case of Frank Nega, who was struck and injured by a street car. It is alleged the award of compensation by the Commission is not the "due process of law" contemplated by the United States Constitution.

THE FIRE and explosion hazard in elevators and mills will be the subject of a course of lectures for superintendents and foremen given by the Safety Council of Buffalo, N. Y., the first lecture, at the Hutchinson High School, being delivered by D. J. Price. J. H. Goldie is among the speakers listed. On Jan. 14 the speakers will be Godfrey Morgan, mgr of elevators for Spencer Kellogg & Sons, and R. R. Drake, general superintendent of the Washburn-Crosby mill.

KANSAS CITY, Mo.—The offices of the mutual insurance companies at Kansas City and Wichita have been united under one management, with offices at Kansas City, and a service office at Wichita. The Southwestern Agency as thus constituted will represent practically all the flour mill mutual insurance companies of the United States, so that one inspection service will do the work for all companies, and the entire carrying capacity of all these companies will be available from one office. Leslie C. Gray has been selected as manager, acting with the advice and direction of Chas. H. Ridgway, G. A. McKinney and A. D. Baker, sec'ys respectively of the Western, the Millers and the Michigan Mutual Fire Ins. Cos.

### Annual Report of Western Millers' Mutual.

The Western Millers' Mutual Fire Ins. Co., Kansas City, Mo., in its 41st annual report issued Dec. 31 by Sec'y Chas. H. Ridgway, shows total receipts for the year of \$135,923.19, comprising premiums and assessments of \$119,136.25 and interest of \$16,736.94. Cash on hand in banks and in the form of securities Dec. 31, 1922, amounted to \$372,456.80.

Disbursements included \$84,049.89 for losses, compared with \$110,165.87 the year before, \$44,405.16 for expenses, \$6,424.78 for premiums and assessments returned.

Gross assets were \$1,550,599.61, of which \$373,500.16 was in the form of cash assets, divided in the following manner: U. S. securities, \$146,350.00; school-municipal bonds, \$212,608.13; cash in banks, \$14,542.03. Other assets were premiums and assessments in course of collection, \$9,016.36, and deposit notes subject to assessment, \$1,168,083.09.

Liabilities include \$2,500.00 for losses in process of adjustment and estimated, and surplus to policyholders of \$1,548,099.61. No losses were due and payable.

The company has in force \$12,376,150.23 of insurance and has paid losses totaling \$1,830,377.63 since organization.

### Business Needs Improved Transportation Service, Not Political Meddling.

Railroad values in this country would sink to the status of German marks or Russian rubles if the railroads were taken out of the hands of experts and an attempt were made to run them without regard to economic laws, declared C. B. Hutchings, secretary of the National Transportation Institute, in an address here at Crane Junior College.

"Railroading is such an expert, technical job that no matter how honest and well meaning an attempt might be to run the roads without a complete organization of experts it would fail, just as have failed the attempt of the German and Russian governments to give value to their printing press currency. Transportation is a service of billions of dollars worth of trains, ships, roads and waterways and it cannot be created by printing presses or by laws passed.

"Our transportation system is inadequate. It must be developed enormously to meet our growing needs. But it is too vital to our life to allow it to be tinkered with by any except those who are equipped with expert knowledge of the subject."

## Fire Barrels That Will Not Freeze at 55° Below Zero



Our 50 gallon Metal Fire Barrels will save you any worry. Complete with 3 buckets hung on hooks and submerged in anti-freeze solution ready for instant use.

Write for full particulars to

**CARBONDALE CALCIUM COMPANY**  
CARBONDALE, PENN.





**E**VERY mill or elevator faces danger of destruction from fire or explosion but by eliminating certain hazards the owner can go a long way toward cutting down the chances of disaster.

Call in the Hartford Fire, let this experienced company work with you in making your plant safe.

## HARTFORD



**Mill and Elevator  
Underwriters and  
Engineers**

will give you invaluable aid in the protection of your property.

Experienced engineers will seek out fire and explosion hazards. Remedies will be suggested.

This service, combined with Hartford insurance, provides you with sure protection against loss.

*Call or write*

**Hartford Fire Insurance Co.**

*Mill and Elevator Department*

H. W. DONNAN, Supt.

**39 So. La Salle St., Chicago, Ill.**

### *The New Year*

We started in on January 1, where we left off on December 31—to reduce the number of fires in country elevators, and thereby reduce the cost of fire insurance to the grain dealer.

Our record for 1923 was better than our record for 1922. 1924 lays before us. YOU can help to make its record a good one by the care you exercise in YOUR property. Your co-operation is solicited.

WESTERN  
DEPARTMENT  
300 Keeline Bldg.  
Omaha, Nebraska

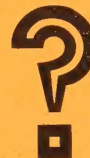


G. A. McCOTTER  
Secretary  
Indianapolis  
Indiana

## **Western Grain Dealers Mutual Fire Insurance Company**

**DES MOINES, IOWA**

J. A. KING, President      Geo. A. WELLS, Secretary  
A Legal Reserve Mutual Fire Insurance Company



## **CHIMNEY**

If there is a  
question of its  
safety--Rebuild

**MUTUAL FIRE PREVENTION  
BUREAU, 230 E. Ohio St., Chicago, Ill.**

*Representing the*

**Mill Mutual Fire Insurance Co's.**

**TRI-State Mutual Grain Dealers Fire Ins. Co.  
LIVERNE, MINN.**

**The Tri-State Plan.**

You place with us a Deposit Premium based on the construction of your elevator, at the end of one year we refund you the portion not used for the payment of fire losses, expenses and the increase of the Reserve Fund—this refund has averaged 50% for 21 years. Our Provisional Grain Policy affords 100% protection.

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

B. P. St. John, Treas.  
E. H. Moreland, Sec'y.



# Back of Your Industry

JUST as the locomotive and car shops stand back of the railroads, just as the ship yards serve the ocean liners, just as the implement factories supply the needs of our agriculture ---so does Strong-Scott serve the vast milling and grain industry.

For a quarter-century this organization has been a leading factor in the design, construction and maintenance of mill and elevator equipment. Throughout the Northwest, and in all other parts of the United States and Canada, mill and elevator owners know that Strong-Scott supplies *everything for every mill and elevator*. And they find it pays to take advantage of this complete service!

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg

